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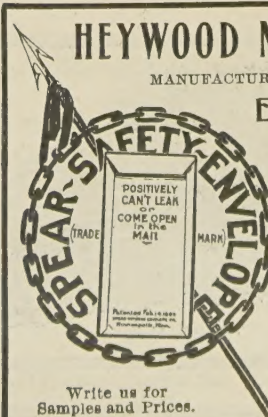
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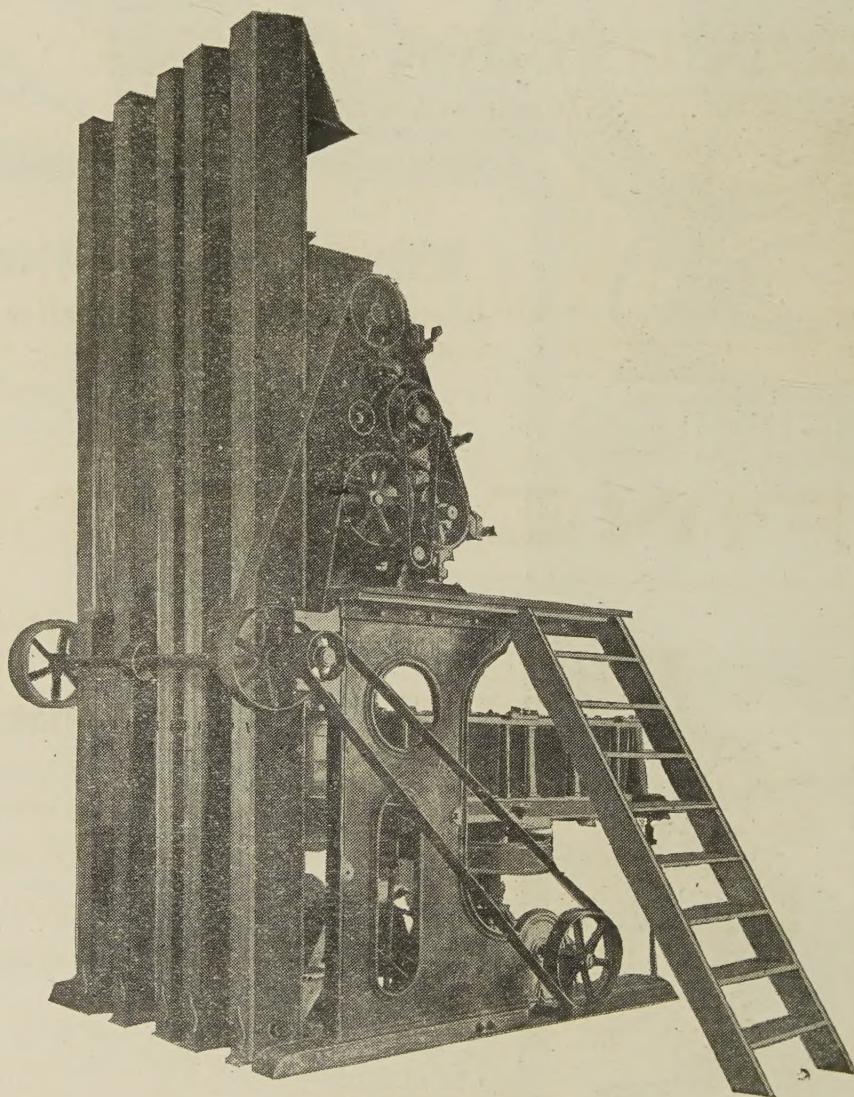
Columbus Combination Flour-Mill

A Flour Mill that is complete in one frame. Can be set up in an unused corner of your elevator, as it only requires a space of 9'6"x8'10"; its extreme height is but 15 feet. A complete 30-barrel custom mill at an exceedingly low cost. A mill with all working parts in plain view from one floor.

It is very easily adapted to the milling of Buckwheat.

Of Special Construction throughout, thoroughly tested and we guarantee results.

Further information for the asking.



The CASE MANUFACTURING CO.
Columbus, Ohio.

MILL BUILDERS AND MILL AND ELEVATOR SUPPLIES.

SOMETHING NEW.

THE "EUREKA" DOUBLE SHOE COMPOUND MOTION, TWO-FAN SEPARATOR

Is the steadiest running; has greater capacity and has better air separations than any machine on the market. Construction and finish unequaled.



WE BUILD THIS STYLE MACHINE ENTIRELY OF IRON AND STEEL.

The New Improved "EUREKA" Oat Clipper | "EUREKA" Wheat Washing Whizzing and Drying System

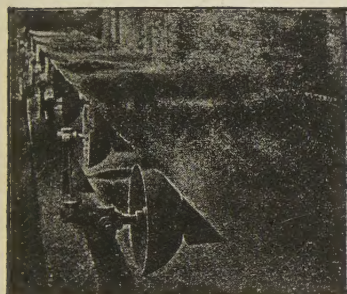
Has greater capacity with minimum shrinkage. Large wide shoe. Most clipping surface. Built entirely of iron and steel.

Unequaled for efficiency on smutty and off grade wheats.

THE S. HOWES COMPANY Eureka Works, Est. 1856
SILVER CREEK, N. Y.

NEW YORK OFFICE, 32 Broadway; CHICAGO OFFICE, 11 Traders Bldg.; MINNEAPOLIS OFFICE, 5 Chamber of Commerce; H. E. FURNAS, Spencer House, Indianapolis, Ind.; J. N. HEATER, Savoy Hotel, Kansas City, Mo.; E. E. HUNTER, 1423 Webster Ave., St. Louis, Mo.

GRAIN ELEVATOR MACHINERY.



GRAIN CONVEYOR.

Grain Trippers, Car Pullers, Spouting,
Belt Conveyors, Wagon Dumps, Shafting,
Pulleys, Gearing, Friction Clutches,
Rope Sheaves, Link Belting,
Sprocket Wheels, etc.

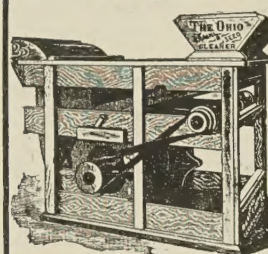
Send for Catalogue No. 25.

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Engineers, Founders, Machinists,
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The "OHIO"

Grain and Seed Cleaner



From 50 to 1,000 Bushels per Hour Capacity.

Sold on Its MERITS.

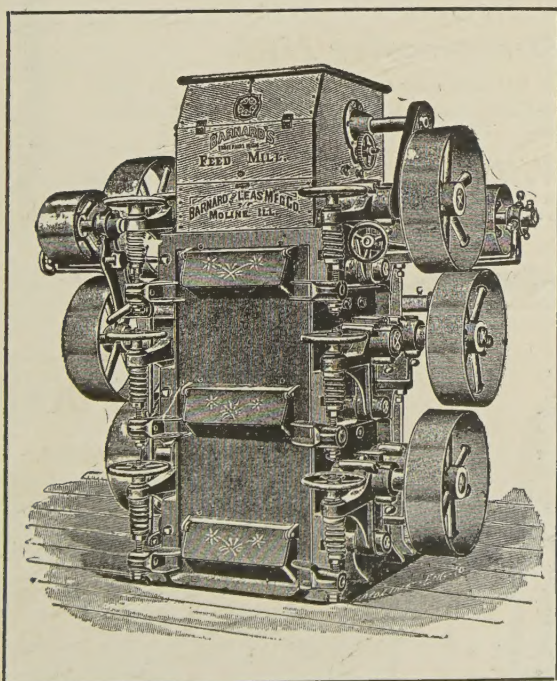
Machines sent on 30 days' trial.

It will clean any seed or grain that grows. Get our Catalog of Hand and Power machines.

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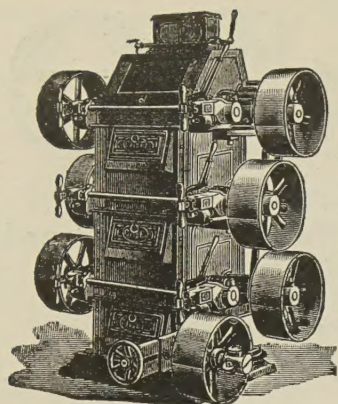


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BARNARD'S THREE PAIR HIGH FEED MILL
WILL MEET ALL REQUIREMENTS.**

It is especially adapted for grinding feed, table corn meal, pearl meal, linseed meal, rye or barley. It is very compact and strong, and is a very durable and profitable machine for grinding purposes. We also make Willford's Light Running Three Roller Feed Mill, a full line of Corn Shellers and Cleaners, Separators, Oat Clippers, etc., and can furnish all kinds of Elevator Supplies,

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BUILDERS OF ELEVATORS AND ELEVATOR MACHINERY



*If You are Still in Doubt
Ask any operator, he will tell you.*

**SIMPLEST IN
CONSTRUCTION.
MOST DURABLE.
MOST ACCURATE
WORK.
FINEST FINISH.**

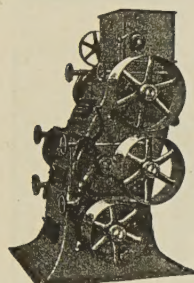
The automatic Vibratory Feed requires no attention and never fails to spread the stock evenly the entire length of the rolls.

The Feed can be stopped or started by means of a tightener on feed belt without stopping the roller mill.

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3 Pair High-6 Roller Mill

Feed Mills Roller and French Buhr.

For Durability, Simplicity, Large Capacity, Uniform Grinding and Light Running, our Mills are Unexcelled.

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MAKE**

THREE ROLL-TWO BREAK MILLS—2 sizes,
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And 85 Sizes and Styles of BUHR STONE MILLS.

Send for Catalog and Prices.

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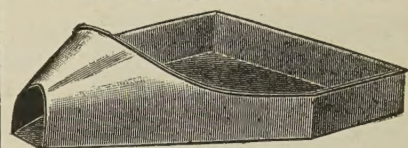
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ESTAB. 1881.

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For Examining Samples of Grain and Seeds



Made of Alluminum. The lightest pan made, will not Rust or Tarnish, always stays bright.

Grain Size, $2\frac{1}{4} \times 12 \times 16\frac{1}{2}$ ins. \$1.25
Seed Size, $1\frac{1}{2} \times 9 \times 11$ ins. \$1.00

Grain Dealers Co., 255 La Salle St., Chicago, Ill.

Table of Legal Weights

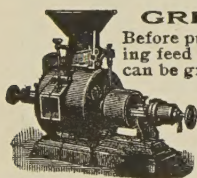
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Manufacturers of French Burr Mills, Corn Shellers, Crushers, and full line of Flour Mill Machinery.

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EASY TO HANDLE

Willford's Light-running Three-roller Mills

Are not only easy to handle, but grind the most feed for power consumed of any feed grinder made. Send for circulars and prices.

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If so write for Catalog
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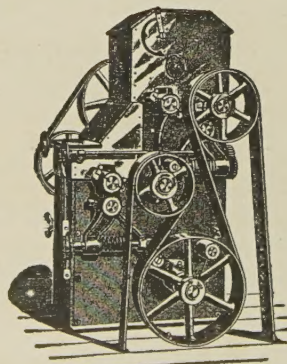
Northways 4 and 6 Roller CORN and FEED MILLS

The Lightest Running Mill on the Market.

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It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds. Price Per Ton, Amount.

This book is $8\frac{1}{2} \times 14$ inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth, has leather back and round leather corners. Price, \$1.75.

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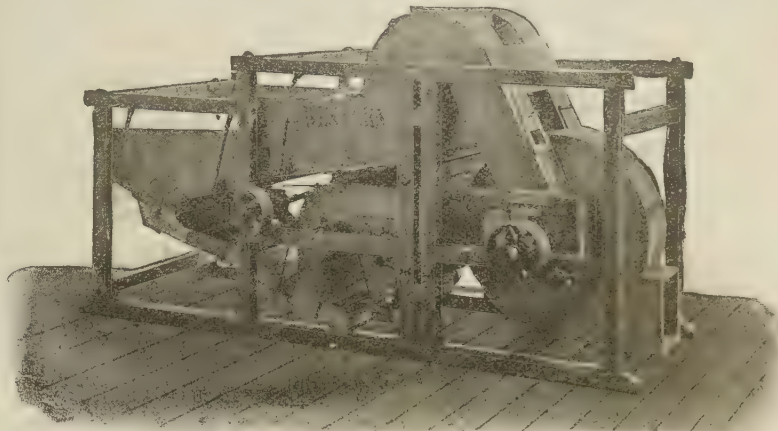
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The "Western" Shaker Cleaner

Adjustable
Screen,
Perfect
Separator,
Perfect
Cleaning,
Duplex
Shake.

Cleans
All Kinds
of Grain.



Strong,
Light,
Econom-
ical,
Durable,
Compact,
Quiet.

Will Not
Rack the
Building.

Separates Corn from Cobs, and Cleans Wheat or Oats Thoroughly.

WE HEREWITH PRESENT A FEW VIEWS OF THIS CLEANER AS OTHERS SEE US

IT GIVES PERFECT SATISFACTION

CHAS. E. GROCE,
GRAIN DEALER.

Elevator at Elmwood.
Elevator at Ashville.
N. & W. R. R.

CIRCLEVILLE, OHIO, March 3, 1902.

Union Iron Works, Decatur, Ill.

Gentlemen:—I have used your Shaker Cleaner in my elevator at Ashville, Ohio, since early last fall, and it has given perfect satisfaction. I have used it only for corn so far, as I have a wheat cleaner, but I will change the elevators in my house this spring, and run everything over the Shaker Cleaner. My corn has been well cleaned this season, with no corn going over into the cob house.

Yours very truly, CHAS. E. GROCE.

IT RUNS WITH MINIMUM OF ATTENTION

M. T. CUMMINGS,
GRAIN.

BEATRICE, NEB., March 8, 1902.

Union Iron Works, Decatur, Ill.

Dear Sirs:—The No. 2½ Western Shaker Cleaner, bought of you, is giving excellent satisfaction, and runs with a minimum of attention. It handles a thousand bushels per hour with ease, and after the corn has passed over it, it is all corn and nothing but corn, and yet a chicken would starve to death on the chaff pile.

Very truly yours, M. T. CUMMINGS.

IT SEPARATES CORN AND COBS THOROUGHLY

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GRAIN.

Elevators at South Raub,
Taylors and Kirkpatrick.

SOUTH RAUB, IND., March 8, 1902.

Union Iron Works, Decatur, Ill.

Dear Sir:—The Shaker Cleaner you put in for me at Taylors Station is giving good satisfaction. It separates the corn and cobs thoroughly, and cleans the corn well. I believe it to be fully as good as any cleaner made, if not the best.

Yours truly, BENNETT TAYLOR.

IT MAKES CORN AND OATS GRADE HIGH

TOMLINSON GRAIN AND LUMBER CO.

Dealers in Elevators { Winchester, Ind.
Harrisville, Ind.
Crete, Ind.
WINCHESTER, IND., April 10, 1902.

Union Iron Works, Decatur, Ill.

Gentlemen:—Since July last year we have been using one of your Shaker Cleaners at our Harrisville elevator for a general purpose cleaner, and it has given entire satisfaction. Since using this machine several cars of oats shipped from this house have graded clipped, and it cleans corn to the highest grade with a minimum loss.

Yours truly, TOMLINSON GRAIN AND LUMBER CO.
Per A. C. TOMLINSON.

IT SAVES THE REFUSE AND CRACKED GRAINS

MILES A. LEACH,
GRAIN DEALER.

CORNLAND, ILL., March 1, 1902.

Union Iron Works, Decatur, Ill.

Gentlemen:—I have been using one of your Shaker Cleaners since I started my new elevator and I must say it is the best one I have ever seen. It does the work thoroughly and a big item is that it saves all the cracked and refuse grain separate from the chaff and dust. I find a ready sale for it at remunerative prices, whereas, if run in with the dust, it is lost. That one feature will buy the cleaner every six months.

Yours truly, MILES A. LEACH.

IT DOES ITS WORK FAST

G. C. WATKINS, President.

A. W. CLARK, Treasurer.

THE CLEVELAND GRAIN CO., INC.

INDIANAPOLIS, IND., April 14, 1902.

A. R. Montgomery, Esq., Decatur, Ill.

Dear Sir:—Your favor of the 10th received. It gives us pleasure to say to you that the "Shaker Cleaner" we bought of you for our elevator at Watkins is giving entire satisfaction. Its simplicity, strength and scientific adjustment make it do its work fast, and well. I consider it the best cleaner on the market.

THE CLEVELAND GRAIN CO., per Gehring.

WRITE FOR FULL DESCRIPTION AND PRICES

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GRAIN ELEVATOR BUILDERS.

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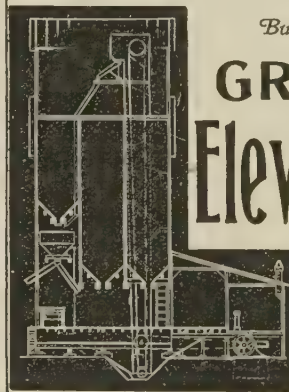
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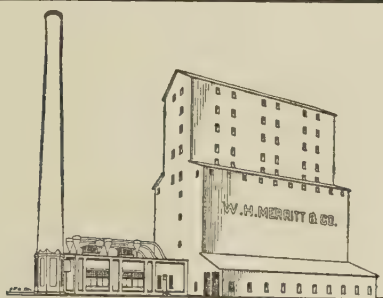
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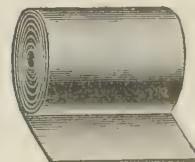
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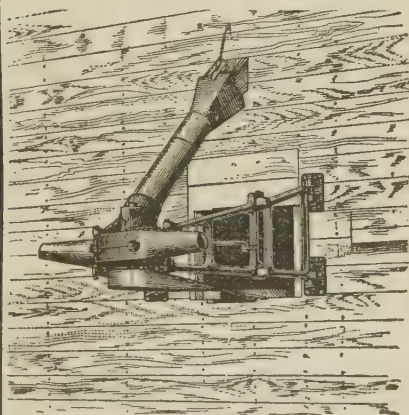
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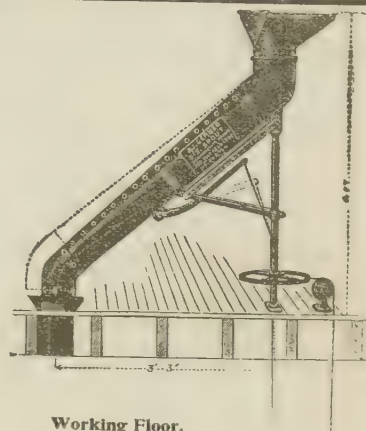
Are in good demand this season,—try one and you will have no other.

Patented May 15, 1900, Feb. 18, 1902.
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Elevator Spouting a Specialty

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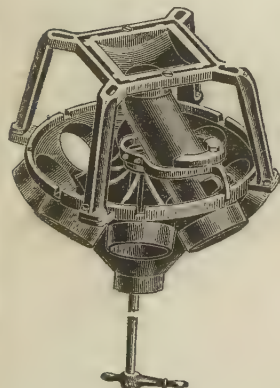
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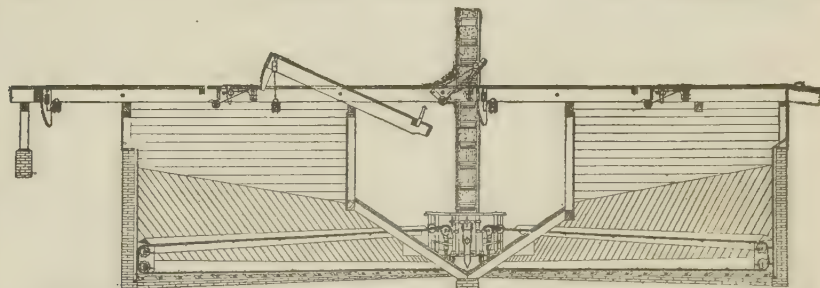
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Strong and Economical

SEND FOR OUR NO. 2 CATALOG

241-245 S. Jefferson Street
CHICAGO, ILL.

ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY

Cleveland Elevator Bucket Co.,
Cleveland, Ohio.

BUSHEL VALUES

Shows at a glance the cost of any number of bushels and fractional pounds from 1 to 1,500 bushels, of any kind of grain from 15, 16 cents, up to \$1.04 per bushel.

Bushels are shown in red figures, and values in black. The price per bushel being given at top of value columns.

It is conveniently arranged and easily understood. Printed on good paper and bound in heavy paper cover. Price 50 Cents. Address

GRAIN DEALERS COMPANY

255 LaSalle St., CHICAGO, ILL.

Wagon Loads Received FORM 380

For the use of country grain buyers in keeping a record of grain received from farmers.

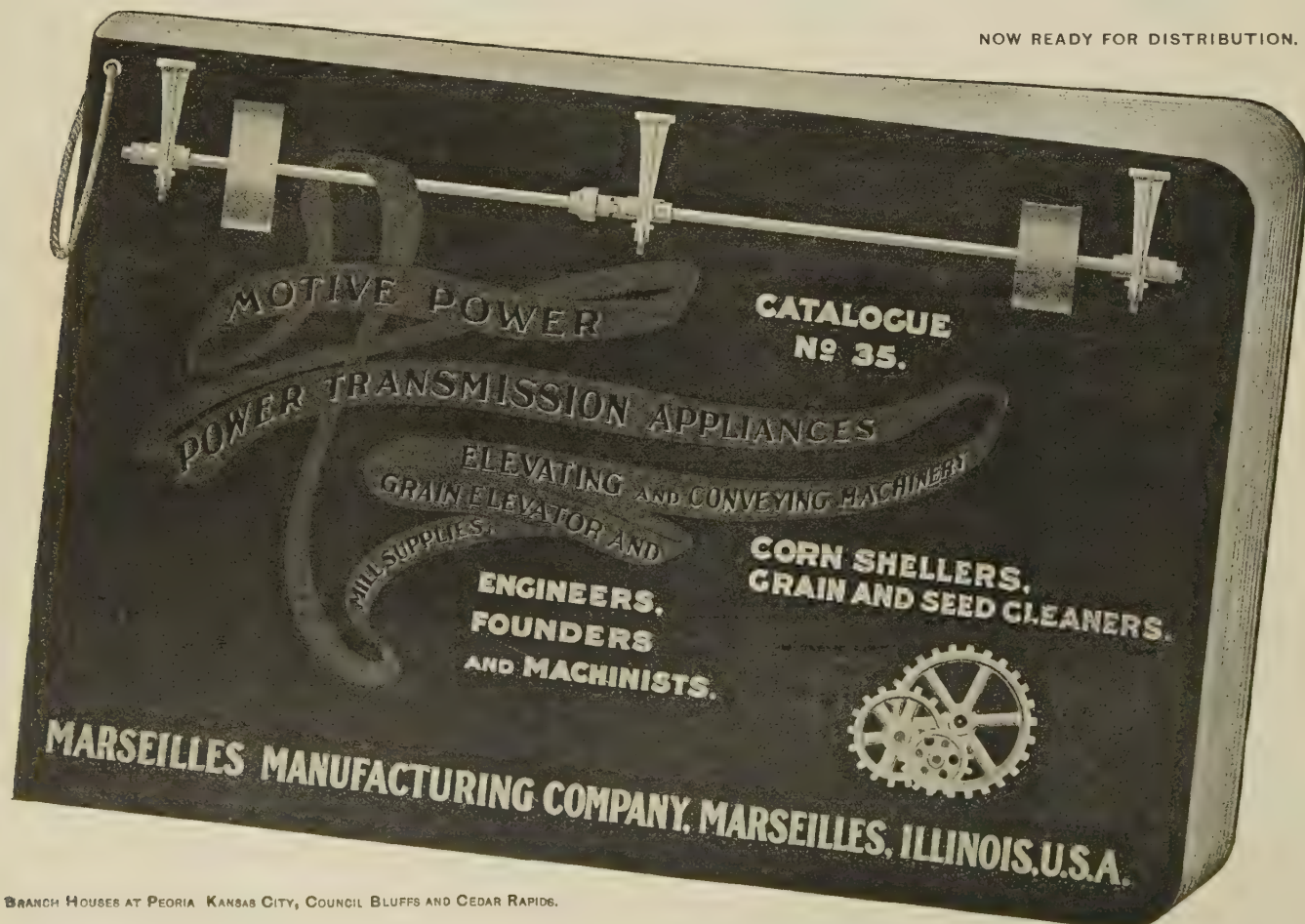
It is 9 1/2 x 12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Line Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

NOW READY FOR DISTRIBUTION.



FIRE INSURANCE

MILL OWNERS
MUTUAL FIRE INSURANCE CO.
 Des Moines, Iowa.
 Insures Mills, Elevators, Warehouses and
 Contents. Oldest Flour Mill Mutual
 in America. Saved to Members
 nearly \$1,000,000.
 J. G. SHARP, Secretary, Des Moines, Iowa.

Reliable Insurance...

on Modern elevators and Contents can be
 secured at about one-half the rates
 charged by stock companies by addressing

MILLERS NATIONAL INS. CO.
 205 La Salle Street, CHICAGO, ILL.
 CHARTERED, 1865 ASSETS, \$2,721,893
 NET CASH SURPLUS, \$469,382.27
 W. L. Barnum, Secy.

INDIANA MILLERS

MUTUAL FIRE INSURANCE COMPANY

OF INDIANAPOLIS, IND.

JAN. 1, 1902.
 Gross Premium Notes.....\$697,501.33
 Surplus to Policy Holders..... 697,351.55
 Dividends Paid Policy Holders..... 238,566.84
 Cash Assets..... 119,924.77

MILLS AND ELEVATORS ONLY PURELY MUTUAL

A liberal policy issued.
 Losses paid when adjusted and NO DIS-
 COUNT demanded. Address,
 E. E. PERRY, Secretary.

Michigan Millers Mutual Fire Insurance Co. of Lansing, Michigan.

21 Years Successful Business.

Assets.....\$958,473.31
 Losses Paid..... 718,556.00
 Net Cash Surplus, 214,743.50

50% DIVIDENDS 1899
 1900
 1901

Insures Flour Mills, Grain and Elevators.

FLOATER GRAIN INSURANCE

Special attention to Open Floater Policies
 in the best Stock Companies.
 Insurance follows grain up and down as the
 quantity stored in each house changes. Will AL-
 WAYS have insurance where you have grain.
 Simple, Sure, Economical. Investigate and you
 will find it absolute protection and cheap.
 Business handled anywhere. Write us.
 H. H. LANTZ & CO., DES MOINES, Iowa.
 25 years' experience. Best of references.

THE ENGLISH SUPPLY CO., KANSAS CITY, MO.

Steam Engines and Boilers

Pulleys, Shafting and Hangers.

Rubber, Leather and Canvas Stitched **BELTING.**

DAMP WHEAT

is dried and made merchant-
 able in the

Hess Pneumatic Grain Drier

cheaper and faster than in any
 other device.

It dries other grains
 just as well.

Hess Warming & Ventilating Co.
 707 Tacoma Building
 CHICAGO

FRANKLIN

GRAIN RECORD No. 99

is designed especially for use of grain buyers in
 keeping detailed record of grain bought from farmers.
 It is made of good paper and bound in heavy
 manilla cover stock. Size 10½ x 14 inches. Its
 100 ruled pages are numbered and at top of each
 are the following column headings: "Date, Name,
 Driver, Kind of Grain, Gross, Tare, Bushels,
 Total Amount Bushels, Price, Amount, Remark."

PRICE, \$1.00.

Grain Dealers Company,
 10 PACIFIC AVE., CHICAGO, ILL.

Record of Cars Shipped FORM 385

Is designed especially for the use of
 country shippers in keeping a complete
 record of each car of grain shipped.

It contains 160 pages of Record Linen
 Ledger paper, ruled to meet the needs of
 the grain dealer's business. The column
 headings are: Date Sold, Date Shipped,
 Car No., Initials, To Whom Sold, Des-
 tination, Grain, Grade Sold, Their In-
 spection, Discount, Amount Freight,
 Our Weight, Bushels, Destination Bush-
 els, Over, Short, Price, Amount, Freight,
 Other Charges, Remarks.

The book is 9½ x 12 inches and has
 spaces for recording the foregoing facts
 regarding 2,400 carloads. It is well
 bound in strong boards with leather
 back and corners. Price, \$1.50.

GRAIN DEALERS COMPANY
 255 La Salle St., CHICAGO, ILL.

The Gas and Gasoline Engine and Its Age

By NORMAN & HUBBARD

Is a practical hand-book of questions and
 answers on any difficulty that may arise in
 the care, management and operation of a
 Gas or Gasoline Engine. It is a reference
 book for users and those contemplating the
 purchase of a gas or gasoline engine.

It gives a historical review of the growth
 of the gas and gasoline engine and the fea-
 tures that are essential to the good working
 of a gas or gasoline engine. It gives a
 long list of questions and answers which
 are invaluable to users, describes an indi-
 cator, the pounding of engines, precautions
 in running a gas engine, etc. It also gives a
 description of nearly all the prominent
 makes of American engines, besides a very
 complete set of rules and tables, which are
 invaluable to operators of engines. This
 book is of convenient size, well bound in
 cloth covers, printed on book paper, and
 profusely illustrated. Price \$1.00.

FOR SALE BY

GRAIN DEALERS COMPANY
 255 LaSalle St., CHICAGO, ILL.

"The Special Car Mover"

IS PUTTING IT MILD

"The Special Train Mover"

IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly
 dead center, but has advantage of full length of
 crank or radius of wheel. Moves a car 6 to 12 inches
 at each stroke on a level track. Price \$5.00
 F. O. B. Sac City, Iowa. Shipped C. O. D., subject
 to 10 days' trial and acceptance.

THE CONVEYOR CAR LOADER

Leads in its line. Shipped on trial.

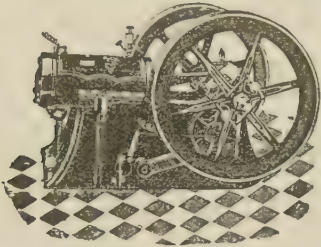
THE INCLINE ELEVATOR AND DUMP

and Storage System is the best and cheapest ear
 corn and small grain storage. Grain dealers, feed-
 ers and farmers plants solve the problem of crib-
 bing ear corn, etc., without shoveling. Attracts
 the most profitable part of the business. Write for
 full particulars.

H. KURTZ & SON, Sac City, Iowa

POWER FOR GRAIN ELEVATORS.

Power for Every Class of Work.



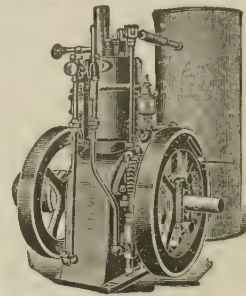
The Waterloo Gasoline Engine Co., Waterloo, Ia.

Branch Houses: David Bradley & Co.,
Council Bluffs, Iowa; Bradley, Clark &
Co., Minneapolis, Minn.

PEERLESS
GASOLINE ENGINES
2 to 60 H. P. Single and Double.
NORTHERN ENGINEERING WORKS.
31 Chene St., DETROIT, MICH.

Lambert Engine
Gas or Gasoline.
Compared to its rival, the steam engine, is as harmless as a clock. Economical and doesn't eat up fuel when not working. Fuel consumption diminishes as load is taken off engine. No leakage; no breakdown; heat exhausted without flame or spark. Write for catalogue.
R. Lambert Gas and Gasoline Engine Co., Anderson, Ind.

MARINE BOILER WORKS.
THE MERTES-MILLER CO.,
Manufacturers of
Steam Boilers, Gasoline and Oil Tanks
Dealers in Second-Hand Machinery.
All Kinds of Sheet-Iron Work.
239-241 Lake St., MILWAUKEE.
Telephone, South 188.



**OUR
"FARM HAND"
GASOLINE
ENGINES**

are sweeping every-
thing. Simplest. Best.
Prices are right. Ask
for special price on
first engine in locality.

Ellington Mfg. Co.
20th Street,
QUINCY, ILL.
Live Agents are Mak-
ing Good Money.

HOWE SCALES AND HOWE ENGINES

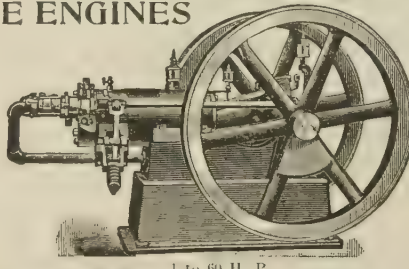
Can you get anything better?
Can you get anything as good?

INVESTIGATION WILL DETERMINE.

Grain Testers, Grain Scoops, Bag Holders, Car
Starters, Conveying and Elevating Machinery.

CATALOGS.

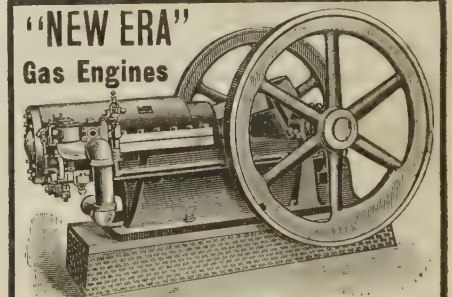
The Ball-Bearing Scale.

St. Louis, Kansas City,
Minneapolis, Cleveland.

1 to 60 H. P.

Wagon, Dump, Hopper,
and Grain Scales.Double or Compound Beams.
Steel Frames.

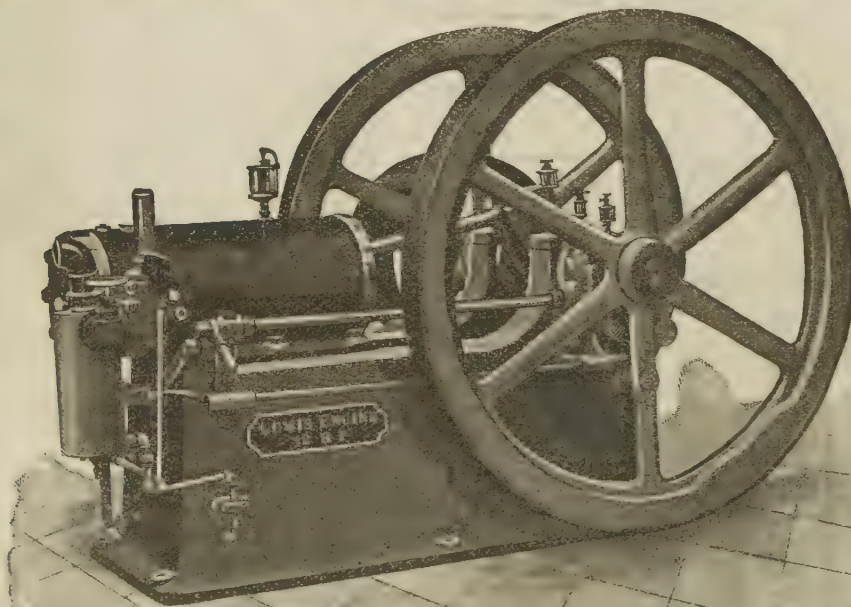
Borden & Selleck Co., Chicago, Ill.



**"NEW ERA"
Gas Engines**

For Gas or Gasoline. Sizes 5 to 80 H. P.
NEW ERA IRON WORKS,
86 Dale Avenue, DAYTON, OHIO, U. S. A.

GRAIN DEALERS ATTENTION



**THIS
Is the Engine**

that takes the prize in
competition with

THE WORLD

on Gasoline Engines.
Our judges are the

Wide Awake Public

who know a good thing
when they see it ? ?

THE PEOPLE who
use gasoline have long
ago become convinced
there is no Engine
equal to

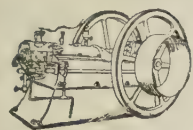
THE LEWIS

for
SMOOTH RUNNING,
DURABILITY and
GENERAL
RELIABILITY

J. THOMPSON & SONS MFG. CO., Beloit, Wis.

POWER FOR GRAIN ELEVATORS.

THE BAUER GASOLINE ENGINE



Is better adapted to the needs of the grain elevator man than any other.

WRITE FOR DESCRIPTION.

Bauer Machine Works,
Kansas City, Mo.

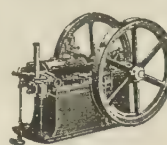
LENNOX GAS ENGINE



MFG. BY LENNOX MACH. CO.
MARSHALLTOWN, IA.
WRITE FOR CATALOGUE

of Elevator Engines.

BRUNNER ELEVATOR ENGINE



FOR GRAIN ELEVATORS.

From 1 to 30 H. P.

Write for descriptive circular.

CHARLES BRUNNER, Mfr.,
Peru, Ill.

Burger Automatic

Gasoline Engines are Perfect

In mechanical construction, so when buying one for your elevator don't stop short of the best. Write us today.

WOOLLEY FOUNDRY AND MACHINE CO.
ANDERSON, IND.

The Careful and Thorough Test Given Every OTTO Engine would not alone have placed it in the high position it holds had not correct design, best materials and skilled workmanship preceded the test.

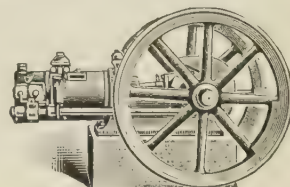
The buyer's interests are safeguarded during every step of the engine's progress through the shops by the watchful care of men who have made gas engineering their life study. For twenty-six years our entire energy has been devoted to the perfecting of the OTTO, and our entire plant (covering a city block) has been used solely for its manufacture.

Verily the OTTO deserves the proud position it holds.

THE OTTO GAS ENGINE WORKS,

Chicago Representative, T. W. SNOW, 360 Dearborn St.

PHILADELPHIA, PA.



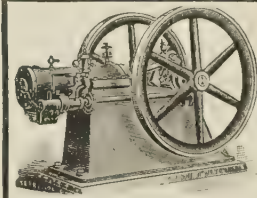
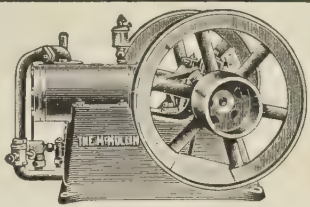
THE CHEAPEST POWER PLANT ON EARTH

is the Gasoline Engine. Learn something to your advantage about

McMullin Engines

by writing us. Catalog and prices on application.

McMullin Motive-Power and Construction Co.
404 Royal Insurance Bldg., CHICAGO.



THE Columbus Gas and Gasoline Engines.

Simple, effective, easily started and adjusted.

Columbus Machine Co.
COLUMBUS, OHIO.
Send for Catalog No. 39

"COLUMBIA" Leads All Nations

Gasoline Engines

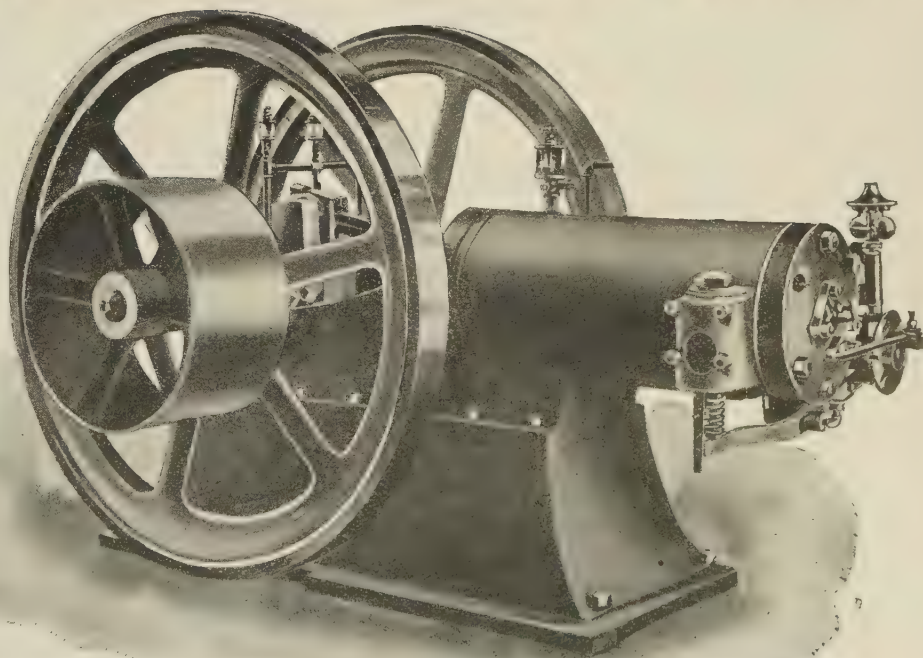
LEAD
ALL
OTHER
ENGINES



Guaranteed Reliable as
Steam



Simple
Economical
Durable



E. L. GATES MFG. CO., 15 West Madison Street
CHICAGO, ILL.

The CLIPPER

Stands without an equal for the economical and successful cleaning of all kinds of Grain, Flax, Timothy, Clover and all fine seeds, also for Beans, Peas and Corn.

Our machines require a small amount of power, and the quality of their separations have not yet been equaled by any Cleaner.

A TESTIMONIAL.

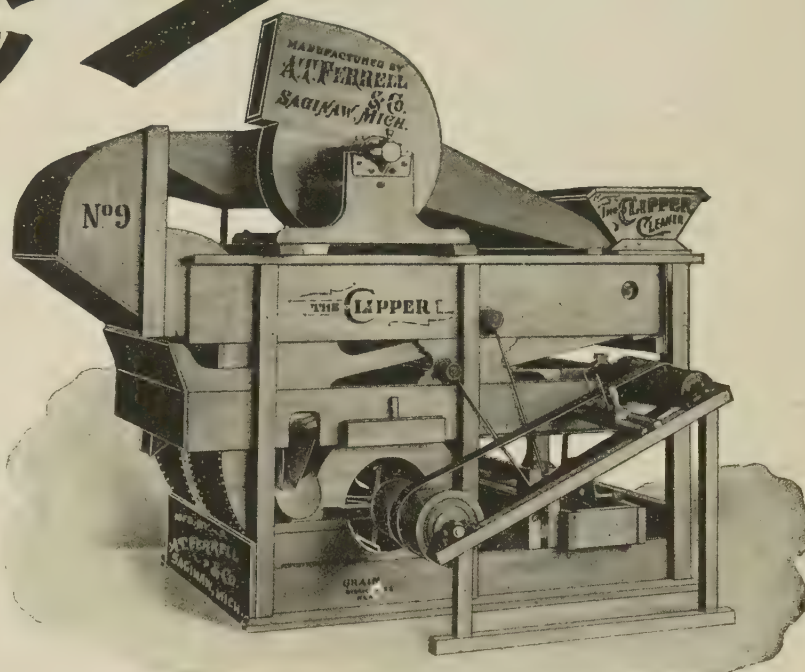
A. T. FERRELL & COMPANY, Chicago, May 3, 1902.
Saginaw, Mich.

Gentlemen:—We have your favor of the 2d inst. regarding the four Special No. 9 Traveling Brush Cleaners, which we purchased from you last year. Will say that these machines are giving very good satisfaction and we are very much pleased with them.

Yours truly,
(Signed) ARMOUR GRAIN COMPANY.

Our Sample Plate of perforations mailed upon request. Write for catalog.

A. T. Ferrell & Co.,
SAGINAW, MICH.



No. 9 Special Cleaner with Traveling Brushes, Special Air Controller and Dustless Attachment.

F o r

**STRENGTH
DURABILITY &
ECONOMY**

CARTON CONVEYOR BELTS

Have no equal for Conveying or power transmission.

Catalogue and prices for the asking.

The Carton Belting Company,
Allston District,
Boston, Mass.

Stronger and cheaper than leather or rubber.

DO YOU WANT

The grain trade news? Then subscribe for the GRAIN DEALERS JOURNAL, which is published on the 10th and 25th of each month by the Grain Dealers Company, at 10 Pacific Avenue, Chicago, for \$1.00 per year.

Cifer Codes

USE A GOOD TELEGRAPH CIPHER CODE:: PREVENT ERRORS, REDUCE THE COST OF SENDING MESSAGES AND PREVENT CONTENTS BECOMING KNOWN TO AGENTS:::

ROBINSON'S TELEGRAPH CIPHER CODE is used more extensively by the grain trade than all others combined. Well arranged. Compact; can easily be carried in the pocket. Well printed on good paper. Bound in leather, \$2.00; cloth, \$1.50.

A, B, C, INTERNATIONAL CODE is used more extensively in international trade than any other. Bound in cloth, 480 pages. American Edition, \$5.00.

BALTIMORE EXPORT CABLE CODE, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 152 pages. Price, \$8.00.

COMPANION CABLE CODE, a complete general code, with words from the official telegraph vocabulary. Bound in cloth, 144 pages. Price, \$5.00.

JENNING'S NEW ENGLAND TELEGRAPH CIPHER AND DIRECTORY. Bound in morocco, \$3.00.

STEWART'S INTERNATIONAL CODE. By means of which any number from 1 to 1,000,000 can be expressed by a single word of not more than ten letters. Bound in paper, 22 pages. 25 cents.

UNITED STATES CIPHER CODE. Bound in cloth, 136 pages. price, 3.00.

For any of the above, address

GRAIN DEALERS CO.
10 PACIFIC AVENUE, CHICAGO, ILL.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ELEVATORS FOR SALE.

TWO good elevators in central Illinois grain belt for sale. Address Postmaster, Lodge, Ill.

NEW 30,000 elevator in Indiana black land district. Good location. B. B., care Grain Dealers Journal, Chicago.

ELEVATOR, 7,000-bu., for sale at a bargain; on P., C., C. & St. L. Ry. Lock Box 98, Sulphur Springs, Ind.

ILLINOIS elevator at sacrifice or exchange for real estate; must be sold. W. L. Cadle, 440 Canal-st., Chicago.

TEN THOUSAND-bushel house; large territory, good prospects for crop. Is snap if taken quick. Box 53, Logan, Ia.

I HAVE a few grain elevators for sale; two with lumber yard, also lumber and coal yard. Address C. A. Day, Sioux City, Iowa.

A GOOD elevator and coal and machinery business for sale at Artesian, S. D. Address A. R. T., box 8, care Grain Dealers Journal, Chicago.

ONE 15,000-bu. elevator on C. G. W. Ry., 325,000-bu. station, only 3 elevators. For particulars address McHugh, Christensen & Co., Minneapolis.

ELEVATOR in good grain town in west. O., 25,000 bu. cap.; gas engine, shell-er, all modern machinery. S., box 8, care Grain Dealers Journal, Chicago.

ELEVATOR in one of the best towns of Indiana. Crop prospect never better. Good reasons for selling. Address B. P., box 11, care Grain Dealers Journal, Chicago.

ELEVATOR and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bu.; gasoline engine and dump. Good opening for right man. For particulars inquire of N. H. Halderman, Mt. Carroll, Ill.

ON ACCOUNT of poor health, I offer my 22,000-cap. elevator for sale at a bargain. Never handle less than 100,000 annually. Located in Lac qui Parle Co., Minn.; crop failure unknown. Address Ship, box 6, care Grain Dealers Journal, Chicago.

FORTY thousand-bu. elevator in the corn belt, for sale. In good repair; new 12-h. p. Fairbanks Gas Engine; 5 town lots; office; scales; corn crib; coal house, and residence in good business town with good school and church. C. H. Whitaker & Son, Ellsworth, McLean Co., Ill.

MINNESOTA elevator on the Great Western Railway at station shipping 400,000 bushels a year of wheat, oats, succotash, barley and rye. Building in good repair, with gasoline engine and hopper scale. Capacity 15,000 bushels. Two competitors. Address for full information, Jaycox, 72 Traders bldg., Chicago.

THE ONLY ELEVATOR at Indiana county seat town of 2,000 shipping 350,000 bushels yearly. A nice town to live in. Capacity 25,000 bushels. Steam power, two dumps. All grain bot on margins of 4 cents on wheat, 3 cents on corn and 2 cents on oats. Price, \$10,000. For particulars write to Hoosier, 72 Traders bldg., Chicago.

ELEVATORS FOR SALE.

INDIANA elevator for sale, on the Wabash R. R.; capacity of 30,000 bu.; 40 horse steam power; 4 stands elevators; 3 dumps; Western Sheller and Cleaner; all in good repair. Handles 360 cars grain annually; grain bought with good margin. Price, \$8,000 cash; no trades considered. Good reasons for selling. Address Lock Box 216, West Lebanon, Ind.

ON account of failing health, we offer our elevators for sale; can give possession at once. Walton house, 40,000 capacity, rebuilt last year, steam power, 3 stands elevators, 2 Constants Dumps, slate roof; competition. Onward house, 10,000 bu. capacity, rebuilt this spring; one overhead dump; 1 stand elevators, iron roof. Both on railroad ground. Price for both, \$8,500. Owen Hurd & Son, Walton, Ind.

THE ASHLEY-HUDSON ELEVATOR, capacity 40,000 bus., 10 bins, on the Wabash line between Chicago and Detroit; consisting of cleaners, smut machine, hopper scales, floor scales, 1½ tons. Gasoline engine, 10 h.p. Wool and clover seed house, 20x40, in connection. Office and furniture, stoves. Stock scales and house also. Situated in a good county and a good territory, and a good crop grain ready to move. Will sell cheap. Correspond with W. A. Geiger, Hudson, Ind.

ELEVATORS FOR RENT.

FOR SALE OR RENT, if taken soon, the Mercer Elevator, capacity 35,000 bu., crop failure unknown, excellent prospects. Hay barn if you wish. Profits on twine, coal and stone pay interest or rent. C. W. Halfhill, Mercer, O.

FOR SALE OR RENT: Elevator on belt line, Chicago, fully equipped for grain salvage and general business. New Hess Drier, cleaners, separators, etc., ready for business. A fine opportunity and on most favorable terms. Chicago Grain Salvage Co., 708 Tacoma bldg., Chicago.

GRAIN FOR SALE.

WHITE WHEAT in carloads, if needing write Sam Williamson, Salt Lake City, Utah. Address telegrams "Williamson," Salt Lake City, Utah.

GRAIN WANTED.

WANTED: Feed barley, and new No. 2 and No. 3 rye. W. H. Small & Co., Evansville, Ind.

CORN ACCOUNT of first-class, wanted by Maine merchant, who could do such an account good. Address M., box 12, care Grain Dealers Journal, Chicago.

SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.: "Please discontinue my advertisement in the Grain Dealers Journal, as I have sold my engine thru the ad., and could have sold one-half dozen engines if I had them."

ELEVATORS WANTED.

WANTED—I to 4 elevators, central Ia., Ill. or western Ind., handling not less 500,000 bu. a year. Robert Bell, Fowler, Ind.

WANTED to buy or lease an elevator situated on the St. Paul Road in South Dakota. Address McCracken, 72 Traders bldg., Chicago.

WANTED—One or two elevators in good grain country; would like one in good town. M. P. Harrison, 702 State-st., Emporia Kan.

WANTED to buy or exchange, good Neb. land for one or two good elevators, that will handle at least 100,000 bu. annually. Can handle stock in connection. Kreitman Bros., Omaha, Neb.

EXCHANGE for good elevator in s. e. So. Dak., or n. w. Iowa, ½ sec. good land in S. D.; also ¼ sec. timber land in Clatsop Co., Ore. Address Lock Box 66, Tyndall, S. D.

WANTED, to buy or lease, an elevator that the yearly business amounts to 150,000 to 250,000 bu.; capacity 10,000 to 25,000. Location Ind. or Ohio. McFarland & Losch, Saratoga, Ind.

WANTED TO BUY AND SELL ELEVATORS. List your grain elevators with me. I have cash buyers and can guarantee satisfactory prices for properties. Address Aaron Smick, Decatur, Ill.

IF you want to sell your elevator, advertise it in the "Elevators for Sale" column of the Grain Dealers Journal. This will place your property before all probable buyers and insure your getting a good price for it.

ELEVATORS WANTED. If you wish to sell or lease your elevator, list same with us. It costs nothing unless sale is made, and then only \$1 for each sale resulting. Elevator Agency, 72 Traders bldg., Chicago, Ill.

WANT to buy a good elevator in good territory; eastern Ind. or western Ohio preferred. (Prefer corn and oats territory.) Must be in good town and handle not less than 100,000 to 250,000 bus. per year. Address E. B., box 1, care Grain Dealers Journal, Chicago.

Grain Receiving Ledger FORM 33.

Is designed for use by grain buyers who keep individual accounts and is ruled for facts regarding wagon loads received from farmers. Each book contains 200 pages and each page is ruled for records of 39 wagon loads. The pages are numbered and a good index is bound in front part of book. Each page can be used for one or more accounts as desired. The pages are 8x13 inches and ruled with column headings as follows: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks. The paper used is heavy linen ledger, bound in heavy cloth covers with Russia back and corners. Price \$2.25.

FOR SALE BY

GRAIN DEALERS COMPANY

255 LaSalle St., CHICAGO, ILL.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

SECONDHAND GAS and gasoline engines bought, sold or exchanged. J. M. Johnston, 217 Lake st., Chicago.

STEAM, 25-h. p. engine, in good shape; for sale cheap. Address Eschenburg & Dalton, 169 Jackson-st., Chicago.

FOR SALE.—Replaced with larger engine. Buckeye Automatic 9x14 in good condition. Bourbon Ele. & Milling Co., Bourbon, Ind.

ONE second-hand tubular boiler, 16 ft. by 52 in.; 20-ft. smokestack, 24 in. diam. Price, \$100, f. o. b. cars, Kempton. M. J. Lee & Son, Kempton, Ind.

TWENTY gasoline engines for sale, 6 Ottos, 2 Fairbanks-Morse, 12 Daytons. Write for catalog 326. Chicago House Wrecking Co., West 35th and Iron sts., Chicago.

CENTER CRANK ENGINE for sale; 14x16; manufactured by the Erie City Iron Works; rated at 70 h.p.; used about 4 years; in first-class condition. Inquire Iron Elevator & Transfer Co., Buffalo, N. Y.

FOR SALE—Second-hand gasoline engines, 1 to 50 h.p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

SECOND-HAND gasoline engines cheap; 30-h.p. Webster, \$600; 12-h.p. Fairbanks-Morse, \$350; 15-h.p. Chicago, \$375; 7½-h.p. Fairbanks-Morse, \$275; 4-h.p. Fairbanks-Morse, \$190; 6½-h.p. Webster, \$250; new 16-h.p. Dayton, \$550; f. o. b. cars Chicago. A. H. McDonald, 36 W. Randolph-st., Chicago.

ONE 12-h. p. Ideal Balance Valve Horizontal Steam Engine, 7 in. bore, 10 in. stroke, weight 1,800 lbs., complete with lubricators. Price, \$140. One h. p. horizontal steam engine, center crank, 6 in. bore, 8 in. stroke, weight 700 lbs., complete with lubricators. Price, \$100. J. Thompson & Sons Mfg. Co., Beloit, Wis.

ONE 9x14 40-h. p. Atlas Automatic Side Crank Engine and one 40-h. p. portable boiler on skids, with 48 3-inch tubes, 22x44 foot stack. This plant has been used carefully for three years and is in first-class condition. May be seen running until June 25th. Address for particulars, Pittsburg Steel Shafting Co., Toledo, Ohio.

GASOLINE engines for sale: 25-h. p. Charter, 12-h.p. Charter, 6-h.p. Charter, 17-h.p. New Era, 10-h.p. Otto, 8-h.p. Pierce, 4-h.p. Pease, 3-h.p. White; No. 1 Willford 3-roller Mill, No. 2 Willford 3-roller Mill; 4-roller Mill; 2-h.p. marine engine and boiler; 7x10 steam engine and 20-h.p. boiler; 35-h.p. steam engine and 60-h.p. boiler. C. D. Holbrook & Co., Minneapolis, Minn.

ONE 34-h. p. Fairbanks gasoline engine, practically new, \$600; one 28-h. p. Fairbank's gasoline engine, \$500; one 18-h. p. Olds' gasoline engine, \$375; one 15-h. p. Olds' gasoline engine, \$325; one 15-h. p. Webster gasoline engine, \$425; one 12-h. p. Webster gasoline engine, \$400; one 10-h. p. Webster gasoline engine, \$375. The Webster engines are the latest improved. For sale by Allen P. Ely & Co., Omaha.

MACHINES FOR SALE.

ONE L No. 1 Scientific Feed Mill, good as new, for sale cheap. Box 48, Cedarville, O.

TWO SMITH LIFT DUMPS for sale, almost new. Price reasonable. Mattoon Elevator Co., Mattoon, Ill.

A CORN, oats and wheat cleaner of large capacity; a bargain; 10 days' trial. B. S. Constant Co., Bloomington, Ill.

ONE No. 5 Eureka Oat Clipper for sale. Never been run but little; as good as new. Box 17, Cerro Gordo, Ill.

METCALF Bifurcated Car-Loaders for sale; bargain, secondhand. T. V., box 1, care Grain Dealers Journal, Chicago.

CAR MOVERS, double clutch, best on the market, sent on thirty days' trial. Address Pittsburg Steel Shafting Co., Toledo, Ohio.

A GOOD FEED MILL for sale at a reasonable price. It is in fine condition. Address Eschenburg & Dalton, 169 Jackson-st., Chicago.

SHELLERS, CLEANERS & CLIPPERS of different makes; second-hand, good condition; at low prices. Address A. S. Garman & Sons, Akron, O.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second-hand, can get their wants promptly supplied by advertising them in this department.

OAT CLIPPER for sale, No. 9, latest improved Monitor, never been run. Or exchange for feed mill with capacity of 5 to 7,000 lbs. per hour. Address Clipper, box 7, care Grain Dealers Journal, Chicago.

ABOUT 150-ft. Jeffrey Chain Conveyor, suitable for an ear corn drag or for conveying small grain either from dump or from storage bins. For further particulars and price write to Churchill & Co., Buffalo, N. Y.

OAT CLIPPERS for sale at half price of new; two B. & L. 1,000-bushel clippers, replaced by machines of larger capacity, same make. Used one season; in good condition. Address C. G. M., box 12, care Grain Dealers Journal, Chicago.

SHELLER AND FEED MILLS for sale: Cyrus Roberts Corn Sheller, 8-in. cylinder, right angle or parallel hitch, with 46 feet, 12-in. drag belt. One No. 9 Bowsher Feed Mill (this mill will grind ear corn in shucks). Above machinery has been used only part of one season. Also 9x18, 3-pair high, 6-roller mill and bolter, used for grinding corn; all in good repair. Meyer Grain Co., Belton, Tex.

ONE 18-in. vertical French burr stone; 1 14-in. vertical French burr stone; 1 advance wheat brush; 2 600-pound portable scales; 1 Western Mill Sheller; 1 2-hole corn sheller; 2 32x6 ft. hexagon corn meal bolts; 2 18x60 in. corn meal sieves, for sale. Also a lot of shafting, pulleys and belting and 50 stands of elevators complete. Address The E. E. Hollister Co., 116 North Front street, Quincy, Ill.

MACHINES FOR SALE.

VORTEX dust collector 9x18; 24-in. steel plate exhaust fan, opening 12 in.; 100 ft. galvanized 12-in. pipe; all good as new; Dickey Dustless Separator, No. 2, with set of barley sieves; good order. E. A. Brown, Fulton, Ill.

FOR SALE.—Two, latest model, Eureka Oat Clippers of 1,500 bushels capacity, each, per hour; also one Barnard & Leas, latest model, Oat Clipper, same capacity. Address D. Rothschild Grain Co., Davenport, Iowa.

MACHINES WANTED.

FEED MILL wanted, a No. 8 Bowsher; secondhand; but must be in good repair. Duncan Bros., Braman, Okla.

WANTED—One 3 or 4-roller feed mill. Must be in first-class condition and cheap. Address Box 84, West Bethel, Maine

MISCELLANEOUS FOR SALE.

GRAIN & HAY business for sale—64 years a grain store and only two owners in all that time. Business 90 per cent spot cash. Box 3113, Boston, Mass.

CORN CRIB VENTILATORS, adjustable, fit any crib, reduce liability of deterioration to a minimum, the invention of N. S. Beale, Tama, Iowa. Write for particulars.

ILLINOIS & MICH. farms for sale to settle up an estate; terms ½ cash; Medora, Ill., 120 acres, \$60. Shipman, Ill., 196 acres, \$40. Osceola Co., Mich., 240 acres, \$5. E. R. Ulrich & Sons, Springfield, Ill.

BOILERS; engines; pumps; heaters; corn shellers; warehouse cleaners; belting; buckets; transmitting machinery; complete elevator outfits. Correspondence solicited. Pittsburg Steel Shafting Co., Toledo, Ohio.

OHIO mill, elevator and hay warehouses for sale; 70-bbl. mill, 15,000-bu. elevator combined. Two hay warehouses, 200 tons capacity; 250 cars shipped last year. Will sell separately or all together. Address Buckeye, box 1, care Grain Dealers Journal, Chicago.

MISCELLANEOUS.

A YOUNG business man, having experience in wholesale grain and feed business in East, also as buyer in West, wishes to enter firm or corporation in central states, who desire to engage in supplying eastern and southern markets with oats, corn, feed, hay. Will invest in good firm. Can give references and will require same. Give particulars. R. H. Montgomery, Durand, Mich.

ENGINES WANTED

WANTED: 25 to 35 h.p. gas or gasoline engine. Must be in good repair and cheap. Address Box 769, Piqua, O.

WANTED to buy a good secondhand 12 or 14-h. p. gasoline engine. Address J. F. Disher, Mendon, Mercer Co., Ohio.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

SITUATIONS WANTED.

POSITION WANTED as errand boy by Ira Dean, 71 Traders' Bldg., Chicago.

POSITION wanted. Have had seven years' experience in the grain and coal business. Good reference. Address Maurice Garrison, Afton, Ia.

MILLWRIGHT wants employment, in Texas preferred. Experienced and competent. Address Millwright, box 1, care Grain Dealers Journal, Chicago.

POSITION wanted, buyer, manager, elevator or track buyer; 5 years' experience; best refs. X. Y. Z., box 1, care Grain Dealers Journal, Chicago.

POSITION wanted as superintendent of elevator. Twelve years' experience; good references. Address H. T. M., box 1, care Grain Dealers Journal, Chicago.

POSITION wanted as superintendent of large elevator by competent man of experience. References. Address C. H., box 11, care Grain Dealers Journal, Chicago.

POSITION wanted as traveling supt. or terminal elevator, Minneapolis or Duluth preferred; 9 years with present employers. Satisfactory refs. J. G., box 1, care Grain Dealers Journal, Chicago.

POSITION as bookkeeper and office man; three years with present employers. Good reasons for wishing a change. Can furnish good references. Address B. L., box 10, care Grain Dealers Journal, Chicago.

HELP-WANTED advertisements invariably bring twenty times as many replies as any other. If you want help, advertise in The Grain Dealers Journal and you will have a large number of applicants to select from.

POSITION wanted, to operate an elevator, by a man having 10 years' experience in Iowa, Neb. and Kan. Can use any kind of power, also do all kinds of repairing about an elevator. L. L. Hough, 311 S. 7th st., Atchison, Kan.

SITUATION WANTED by a practical elevator man as foreman; has had 20 years' experience in handling all kinds of grain, and thoroughly understands the business. References furnished. S. W., box 12, care Grain Dealers Journal, Chicago.

WANT TO REPRESENT in Michigan large firm who are buyers of Michigan grain. Ten years' experience in cash grain business; five years' traveling buyer. For full particulars address B. Z., box 11, care Grain Dealers Journal, Chicago.

POSITION WANTED by married man, as traveling grain buyer or salesman in any territory east of Ill. Ten years' experience in the cash grain business, both road and office. Personally acquainted with the eastern trade. At present time have charge of the buying and selling for large grain jobbing house who have a large eastern and southern account. Best of reasons for wishing to change, and best of references furnished. Address Smith, box 12, care Grain Dealers Journal, Chicago.

SITUATIONS WANTED.

POSITION wanted with good reliable grain commission firm. Can control \$5,000 to \$10,000 commissions per annum. Address H. C., box 11, care Grain Dealers Journal, Chicago.

POSITION wanted as bookkeeper, shipping clerk, office work or salesman, in flour mill or grain elevator; 10 years' experience. Address H., box 1, care Grain Dealers Journal, Chicago.

SCALES FOR SALE.

SCALES, 2d-hand, all sizes, also new ones cheap. Chicago Scale Co., Chicago.

FLOOR SCALE for sale, Fairbanks, capacity 5,000 lbs, platform 4 ft square. Mattoon Elevator Co., Mattoon, Ill.

EIGHTY-ton, 42-ft. Fairbanks Track Scale for sale; bargain. A. F. Chase & Co., agents for Monarch Scales, 215-3d st. So., Minneapolis, Minn.

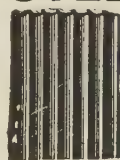
SECONDHAND SCALES—Railroad track, wagon, dump and grain scales of different make and capacity. Borden & Selleck Co., 48 Lake-st., Chicago.

SCALES WANTED.

SCALES not in use can be sold quickly and at small cost by advertising in our department, "Scales for Sale."

GOOD secondhand hopper scales of about 100-bu. capacity wanted. Must be in good condition and accurate. Address J. E. Pierson, Condit, Ohio.

STEEL ROOFING



Strictly new, perfect, Semi-Hardened Steel Sheets, 2 feet wide, 6 feet long. The best Roofing, Siding or Ceiling you can use. No experience necessary to lay it. An ordinary hammer or hatchet the only tools you need. We furnish free with each order sufficient paint and nails. Comes either flat, corrugated or "V" crimped. Delivered free of all charges at the following prices

TO ALL POINTS IN

INDIANA, ILLINOIS,
WISCONSIN, MICHIGAN,
OHIO, IOWA, WEST
VIRGINIA,
Per Square, \$2.35.

PENNSYLVANIA, NEW
YORK, NEW JERSEY,
MARYLAND, KENTUCKY,
MISSOURI, MINNESOTA,
Per Square, \$2.50.

Prices on other States on application.
A square means 100 square feet. Write for free catalogue No. 326
CHICAGO HOUSE WRECKING CO., W. 35th and Iron Sts., Chicago

HELP WANTED.

MAN WANTED to run gasoline engine and do general elevator work. State age, reference and salary wanted. P. J. Van Hemert, Armour, S. D.

MILLS FOR SALE.

200-BBL. MILL and 30,000-bu. elevator on the Clover Leaf for sale at a bargain. J. D. Fritch, Frankfort, Ind.

MY 50-barrel mill, all in good running order. Reasons for selling, ill health and old age. Inquire W. A. Holland, Fort Ritner, Ind.

ONE 75-barrel mill in Central Ohio, located on two trunk lines, very prosperous and progressive town; owner has made money enough and wishes to retire. Address for full particulars, P. O. box 501, Toledo, Ohio.

MILL PROPERTY for sale, with wholesale and retail and grist business; flourhouse, warehouse, barn. Creamery on ground pays \$200 a year and draws trade. Mill 2½ story and basement, containing 2,000 bu. grain storage, tubular boiler, automatic engine, 5 elevators, good sheller; 3-high 6-roller mill; 1 stand single rolls; 2 buckwheat and rye reels, corn-meal bolt, scales, trucks. Best location, on Main-st., lot alone worth \$1,500; my price is \$3,500; no trade. T. G. White, Marion, Iowa.

PARTNERS WANTED.

WANTED—Party with \$5,000 to \$10,000, to join hands with me in the cash grain business in Michigan. A splendid opportunity. Full particulars by addressing P. G., box 11, care Grain Dealers Journal, Chicago.

LUMBER AT HALF PRICES.

WE PURCHASED THE PAN-AMERICAN EXPOSITION
SEND US YOUR LUMBER BILL FOR OUR ESTIMATE.
Pipe, Machinery and Building
Supplies in General.

FREE CATALOGUES ON APPLICATION.

CHICAGO HOUSE WRECKING CO.,
PAN-AMERICAN, DEPARTMENT 78 BUFFALO, NEW YORK.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

LUMBER We sell to everyone at the same price, strictly wholesale rates. We will sell to anyone.

JOHN SPRY LUMBER CO.,

ASHLAND AVE. AND 22ND ST., CHICAGO, ILL.

COMPLETE ELEVATOR OUTFITS.

We are HEADQUARTERS for Buckets, Scoops, Conveyors, Belting and all kinds of Supplies. Send us your Bill for Estimates.

MIDLAND MACHINERY CO.,

248 4th Ave. So.

MINNEAPOLIS, MINN.

Prompt Shipments Guaranteed.

If You Want to Reach

The Grain Dealers of the Country
Advertise in the Grain Dealers Journal.

BETTER PRICES FOR YOUR GRAIN

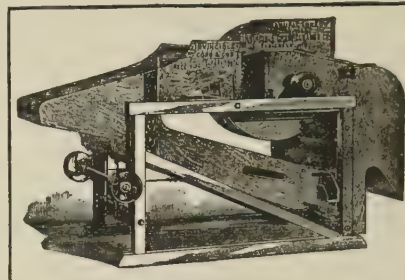
can readily be obtained if you will purify it before shipment. Impurities, such as smut, must and mold odors can be entirely removed, and unnatural stains from water or other causes can be removed by our patent process of purifying and the grain made sweet and bright.

A purifier can increase your profits enough to pay for itself in a short time.
Write for particulars to

The American Grain Purifier Constructing Co.

DAVENPORT, IOWA, or KENTLAND, IND.

THE INVINCIBLE CORN AND COB SEPARATOR & CLEANER



IT cleans corn and separates the cobs from the shelled corn, as it comes from the sheller, with one operation. It is durable, light running and dustless. Your corn will never grade dirty when this machine is used. This machine is fully guaranteed and shipped to responsible parties on thirty days' trial.

We manufacture Oat Clippers, Receiving Separators, Scourers and Cleaners, Needle Screen Gravity Separators and Spiral Belt Separators. . . SEND FOR CATALOG

INVINCIBLE GRAIN CLEANER COMPANY

INVINCIBLE WORKS

SILVER CREEK, NEW YORK

REPRESENTED BY

W. J. SCOTT, . . . Wyoming Hotel, Chicago, Ill.
EDW. A. ORDWAY, 512 Exchange Bldg., Kansas City, Mo.
CHAS. H. SCOTT, . . . Nicollet Hotel, Minneapolis, Minn.
J. N. BACON, . . . Balchorne Block, Indianapolis, Ind.

He Got the "Ha! Ha!"

WHEN the man with the Machine-that-Does-the-Work first comes around he gets the "Ha! Ha!" as they say "Out West."

The man who is in the grain business to make money, says: "Why, my dear fellow, I can beat your price by so-much."

Of course he can.

You see the maker of the Machine-that-Does-the-Work has been so busy making a machine that would double-discount any other make for Work, that he left the little price out of it.

The Grain Dealer and Elevator Man is so busy getting that odd ten-dollar bill knocked off that he forgets the twenty-dollars less in effectiveness he is going to get.

The Monitor Machine does the work.

There is no better grain-cleaning machinery made than the kind that bears the Monitor trade-mark.

GRAIN MEN have been hunting them for 20 years, and they are still hunting.

*"The Man who laughs last, laughs best"—good old saying that,
but there is the whole philosophy of it in a nut shell.*

Do not tire yourself out laughing at the dollars-larger price of the Machine-that-Does-the-Work—you may need some of that energy to help you keep the cheap machine going, or to swear because it doesn't do what you bought it to do.

When you want us—let us have a letter. We go anywhere for business.

The Huntley Manufacturing Co.

THE MONITOR WORKS
Everything in Grain-Cleaning Machinery

SILVER CREEK, N. Y.

GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
CHICAGO, ILL.

CHARLES S. CLARK,

Editor and Manager.

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Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., JULY 10, 1902.

Spontaneous combustion of slack coal has started several fires in elevators recently. Take warning.

The cleaner which does its work thoroughly has paid the corn shipper handsome dividends of late.

Political grain inspectors shud be placed under strict civil service rules and every rule rigidly enforced.

The country corn shipper who has a good grain drier in working order should be very happy these wet July days.

Good facilities, harmony and fair profits are three essential links in the chain of a successful grain business.

The holding of local meetings just before the new crop begins to move must result in much benefit to regular dealers.

Uniform freight rates for all regular grain shippers would strike despair to the hearts of line companies with a rebate.

Pick out the damaged ears, clean well, and get your share of the 20 cents difference between No. 2 and No. 3 corn at Chicago.

The secretary of the Indiana association is holding many meetings in the different sections of the hoosier state with gratifying results.

The grain trade event of the year promises to be the annual meeting of the Grain Dealers National Association at Memphis Oct. 1, 2 and 3.

Texas will again be a large buyer of corn and oats, and will not be in a position to supply the Southeast as in years preceding 1901.

A few real July days without rain would make corn grade better and help

the corn bulls to recognize the weakness of their position.

It has been said that it rained forty days and forty nights, but this record has recently been broken into smithereens by the Chicago weather bureau.

The elevator man who permits his house to run down and scoops grain into cars right beside his elevator educates the farmers to ship their own grain.

The man who starts a fight in a local grain market is said to be a first cousin to the man who persists in looking into the barrel of one of "is not loaded" guns.

The June sales of rice were better than for many years. Prosperity brings weddings, and the bride and groom insist upon being covered with the white grain.

It is a wonder the railroads running into Chicago have not taken advantage of the eagerness of shippers to deliver their corn during the life of the corner and advanced freight rates.

Railroads are finding it to their interest to erect transfer elevators under the new per diem system of paying for the use of borrowed cars. This will insure better car service and fewer delays for grain.

As soon as your elevator is empty clean it thoroughly and then whitewash all inside walls. If the whitewash is made strong with concentrated lye, weevil and other grain-infecting insects will enjoy it even less.

Look out for the Cleveland oil man, who has one or two barrels of oil left on his hands at a near-by station, which he is willing to sacrifice at a very low price. Better patronize reputable firms whose goods have a known value.

Harmony seems to prevail in more country markets than has been known for many years past. The regular dealers now recognize the futility, the arrant nonsense of continually fighting one another for grain, when it is a fair living they are after.

Flour Trade News is the name of a new monthly which comes to our desk. It is full of information regarding flour markets, and the flour trade, and is already well supported by the millers of the country. It is published by the Wm. R. Gregory Co., New York.

Some railroads, foreseeing the urgent demand for cars following the gathering of the bountiful crops now promised, are declining to grant sites for elevators of less than 35,000 bushels capacity. This will insure nothing but responsible dealers and good houses along its line.

It is encouraging to know that the agents of stock companies in Iowa have not been able to secure business at the advanced rate, in fact they have not been able to renew some business at the old rates. The inordinate greed of the stock companies has proved a great help to

flour mill mutuals which have sought desirable elevator risks.

Users of car loaders seem to be convinced that the scouring action of the loading fan greatly improves the appearance of grain, and some insist that the airing and scouring frequently raise their grain a grade. Hence the loaders pay for themselves as well as fill cars to full capacity and prevent back aches.

Railroad companies are repairing their box cars preparatory to moving their large crop of grain. This, however, will in no wise excuse grain shippers from carefully cooperating each car before it is loaded with grain. If the number of shortages is to be permanently reduced every shipper must cooperate carefully.

Illinois politicians, in hope of eventually getting control of the weighing of grain in Peoria and Chicago, have started a weighing department in East St. Louis. If the trade will tolerate the gang at that point, ward heelers will soon be installed in the public elevators of the other cities and the present satisfactory weights will be a thing of the past.

False statements that they have elevators and mills in operation at certain eastern towns are not calculated to aid the promoters of the American Farm Co. to get the dollars of sensible farmers. Baseless statements may suffice to attract the gullible ones into the net, but cannot earn enough dividends to make the investment permanently profitable.

Baltimore's Chamber of Commerce is truly to be highly commended for the promptness with which it has established a weighing department. The new department started July 1, with a competent corps of bonded weighers, and henceforth all grain will be weighed by disinterested weighmen who are in no way identified with the elevator operators or grain dealers.

It is gratifying to know that the stock reports being compiled by the Nebraska Association are proving far more successful than was considered possible by the pessimists who were wont to throw cold water on the proposition when it was first presented. To the June report 446 elevators contributed, and each reporter received a copy of the summary, showing the aggregate stocks of grain on hand at the 446 elevators.

The most honorable and reputable bucket shop keepers of Minneapolis and some newspapers, which have a friendly feeling for the illegitimate, have coined a new name for individuals conducting this old game of betting on quotations. They seek to dignify them by calling them "independent brokers." It is true they are independent of organized exchanges, and it is well for honest men that they are. They could just as well offer to bet on the turn of a penny as on

the quotations, and no doubt they would readily find suckers to bet on the coin and then pay a commission for handling the funds.

Suckers are so very plentiful that bucket shops seem to thrive in spite of organized opposition and a few state laws. A strong federal law is needed which will place an effective check on this special brand of iniquity. The bill introduced by Mr. Gillette to prevent interstate telegraph and telephone lines being used to promote gambling would go far toward this end, but this bill is not likely to become a law unless the legitimate trade exerts itself in behalf of the measure.

Detaching bill of lading from draft and delivering to consignor before draft is taken up is one of the practices some bankers of the southeastern states seem to take particular delight in, altho contrary to instructions of consignor and the practices of reputable bankers. Recent offenders in this particular are to be found at Dunn, N. C. The Southern Grain Association which was organized several years ago to protect shippers from tricky buyers and bankers of the southeast seems to have overlooked the beautiful village of Dunn. Secretary Brandeis should begin his campaign of education in that immediate district with renewed vigor.

That long desired system of winter and summer freight rates asked for by the national association years ago has not yet been granted. Stable and uniform rates would surely prove a great boon to regular shippers, but would also hurt the shipper who has a good rate of rebate. When discrimination is at an end, and such a condition does not seem absolutely impossible, the grain business will be much more attractive to capital, much more desirable as a calling and the railroads will carry grain with more satisfaction, and, no doubt, will derive greater revenue. While discrimination helps one shipper, it generally hurts a rail carrier, as well as other would-be shippers.

Receivers and brokers of some central market complain occasionally that some shippers seem disposed to ignore central markets and try to get a half cent more by shipping direct to brokers of the Southeast or New England states. Quite frequently those who attempt to carry on business in new and distant territory with unknown dealers come to grief and lose several times the half cent they were seeking. The brokers at the central markets seem to be more than justified in their complaint. Some of them insist, and with every show of reason that, since they do not go around the country shipper and bid the farmer, the country shipper should not go around them and supply grain to brokers or deal-

ers in more distant markets. The logic is good and merits the consideration of every shipper who desires protection from scoop-shovel competition.

Any man who doubts the value of association work so far as the grain trade is concerned should investigate the work done to improve weighing, grading and handling in the central markets. Consider the trade rules, and arbitration rules adopted to establish custom and force the settlement of differences promptly out of court. The associations are making the grain business a safer business for members of the organizations, and consequently it is possible to do business on a small margin and still make a good living. No person who is posted doubts that the associations have improved grain trade ethics. By example, as well as by rule, they exert a powerful influence for still higher standard of business honor and integrity. The successful association treats all members fairly and uniformly, and deals with each case on its merits regardless of who are parties to it. And yet the work has just begun.

About a year ago we published an insurance schedule of charges for fire hazards which was drafted and circulated by the Western Union, a combination of insurance companies working together for higher rates. Recently four new items have been added to that schedule. If the building is upon pillars of stone or brick, 25 cents additional is charged; if the elevator is dirty and dusty, 25 cents additional is charged; if the dust collector or fan emits dust on to roof, 25 cents extra is charged; if no city fire protection, or private pump and hose is provided, 25 cents extra is charged. Some of the charges scheduled by the Union are very reasonable, and fair, but the schedule as a whole does not show careful study of the different hazards to which a grain elevator is subjected, and doubtless a schedule fair to all parties will never be perfected until a special study is given to this class of risks by someone prompted by a desire for accurate information, rather than for more of the elevator man's money.

Since July 1 New Orleans has had two grain inspection departments and the politicians, ever hungry for more pay, are striving to induce the state legislature to enact a law providing for official state inspection. In the meantime the shipper of grain to that market wonders what his grain will grade. It seems that the work of the Board of Trade inspection department did not prove satisfactory to the grain exporters, who are members of the Maritime & Merchants' Exchange, hence they induced that body to establish an inspection department. The Board of Trade is made up of local

grain dealers and brokers and rice dealers and has had charge of the grain inspection ever since it was started in the Crescent City. It would be much better for all interests concerned if the two factions would get together and organize a department so that both factions can have a voice in its management, and thereby work for the advancement of the city's trade. If the politicians get control, the grain men will find they can not have much influence with them.

The co-operative movement among the farmers of the country seems gradually to be gaining strength, not because the middleman is not a necessity, but because many of the old farmers have forgotten the failures of the co-operative movement of twenty-five years ago, and the new farmers, young ones, are so extremely gullible that they seem willing to pay any old price from \$100 down, to Tom, Dick or Harry for the privilege of selling grain at the market price—the manager of his association cannot hope to get more than that for the grain. To succeed a grain business must have a competent grain man at its head to direct and manage its affairs. If it has not, failure is very sure to overtake it. The man who is competent to manage a farmers' co-operative association can generally command a higher salary than the farmers are willing to pay, and his ability will surely prompt him to go into business for himself, unless he has a streak of yellow running thru his make-up, then he may stay with the farmers and bleed them as long as they are willing, but the permanent success of such a scheme is hardly possible. Most of the individuals, who are working to organize co-operative companies, are prompted solely by selfish motives. They don't care a rap for the farmer, but they do want his money. Some insist upon farmers contributing a hundred dollars to their expense fund, while others are content if he will take a few shares of stock in a company which will pay a salary. All these schemes for the elimination of the middleman are purely visionary and cannot help but injure the farmer in two ways. First, he will lose by the eventual failure of the company or the sudden disappearance of the manager. Second, by cutting down the business of the regular dealers he forces the displacement of shrewd, progressive and well posted buyers by men of inferior ability as grain dealers, which means that the average prices ruling in the market will be much lower than they were before, even during the life of the co-operative association. The extreme greed of the man asking \$100 for a membership fee is encouraging. Such nerve was not possessed by the promoters of the granger movement of twenty-five years ago.

LETTERS FROM THE TRADE

ON THE OTHER SIDE.

Grain Dealers Journal: Judging from the actions of the authorized officials of the Illinois Grain Dealers Association, every country member is short corn in Chicago, and no member whose interests are worth considering is long in that market. However, I know that such is not the case, and I know that the Association committee is misrepresenting and working against the interests of some members. Kicking against market corners does not seem to be the rightful province for Association work. At least, when I paid my dues, I did not expect the money to be expended in working against me.

I would sign my name, but I prefer not to disclose my position in the market.—Anonymous [Postmark, New Orleans, La.].

REMEDY FOR BIASED INSPECTION.

Grain Dealers Journal: Members of Grain exchanges when charged with being speculators preying upon the public prate about the benefit they are to the farmer by furnishing him a market. How little truth there is in this claim of the gamblers is shown by the present condition of affairs in the Chicago market. The cash handlers dare not hedge their purchases for fear they cannot deliver what they sell, as the inspection of No. 2 corn is not uniform the year round.

During the Phillips deal last May "any old thing" graded contract, but at this time corn that would grade contract under ordinary circumstances, when the market is not manipulated, fails to inspect contract. Who is responsible for this change?

There is a remedy for this. It is to take the inspection department out of politics or place it under civil service rules, so it will be run in the interest of business instead of politics, and thus secure just and uniform grading.—G. M. P.

NO SITES ON RIGHT OF WAY.

Grain Dealers Journal: No application has been made to this Commission for authority by a railway company to grant a site on its right-of-way for an elevator. Several years ago we ordered the Santa Fe Ry. Co. to remove a house on its right-of-way which had been built by a lessee for his private business. The law of Texas, Revised Statutes, Art. 4483, provides:

"Art. 4483. Such corporation shall have the right to erect and maintain all necessary and convenient buildings and stations, fixtures and machinery for the accommodation and use of passengers, freights and business interests, or which may be necessary for the construction or operation of its railway; but no railway company shall have the power either by its own employees or other persons, to construct any buildings along the line of their railroad to be occupied by their employees or others, except at their respective depot stations and section houses and at such places only such building as may be necessary for the transaction of their legitimate business operations, and for shelter for their employees, nor shall they use, occupy or cultivate any part of the right-of-way over which their respective roads may pass, with the exception aforesaid, for any other purpose than the construction and keeping in repair their respective railways."

This law was construed by our Supreme Court in the case of *The Calcasieu Lbr. Co. vs. Harris*, 77 Tex. Rep., pages 19-24; and it was held that the law had no application to land in which a railway com-

pany owns an estate in fee, even though its track be built upon it. In that case the lumber yards of the Calcasieu Lumber Company occupied the right-of-way near the depot, which was regarded by Harris as detrimental to his interests, he being another lumber dealer. Yours respectfully, L. J. Storey, of the Railroad Commission of Texas, Austin, Tex.

TO STOP CORNERS.

Grain Dealers Journal: Why would it not be a good plan for the Chicago Board of Trade, which now is in the throes of a corner in corn, to adopt a rule similar to that of the Minneapolis Chamber of Commerce, which has for its object the prevention of corners? I refer to section I of rule X, to the effect that:

The president of the Minneapolis Chamber of Commerce is authorized to appoint five members, to be approved by the Board of Directors, who shall hear evidence and consider whether or not the value of the property in dispute has been enhanced by combination or by any individual for the purpose of extorting unreasonable damages, and shall also consider the effect on values produced by sales in excess of the marketable supply, and shall determine the just and true value of the property for the equitable basis of all settlements.—Northern.

SUGGESTS PLAN FOR GRAIN DEALERS INSURANCE.

Grain Dealers Journal: I note there has been considerable discussion at each meeting of grain dealers this spring regarding the organization of a grain elevator mutual fire insurance company. I feel confident that a grain dealers national reciprocal underwriters exchange would prove less expensive and simpler for grain elevator risks than the organization of a grain dealers mutual fire insurance company either as a state organization or as a national. The plan of indemnity to members in what is known as the "Individual Underwriters" is not new. In fact it was one of the first plans adopted for mutual protection against losses by fire. To my way of thinking it is the simplest and best form of mutual indemnity, for the very good reason that it affords full protection at actual cost and the expense of conducting the business is less than any other plan. No incorporation or charter is required and indemnity can be given to members in any part of the United States without conflicting with any state statute or interference from the insurance department of the different states.

Individual underwriters are not required to accumulate any cash reserve fund, as is required of a mutual company by the laws of various states. Neither are the individual underwriters required to pay taxes on premiums received to any state insurance department, which alone would affect a saving of about 4 per cent per annum.

In organizing a mutual insurance company, the necessary number of charter members with deposit notes and cash must be obtained from residents of the state where the charter is granted. This might delay the work of organizing or result in the acceptance of some undesirable risks, for the purpose of hastening the day of organization.

With the plan of reciprocal underwriters, members could be taken from the different states, and as soon as one hundred subscribers were obtained, policies could be issued for \$2,500 on standard elevator buildings and machinery and a

like amount on the contents. Members would be required to pay the full tariff rate for indemnity given, and the amount so paid, less the expense and loss, is refunded to members at the end of each year.

In other words, members severally underwrite each risk of insurance on each others property without becoming jointly liable, as underwriters on any risk, and the name and the amount that each member agrees to pay in case of loss, is attached to each contract and the liability of each member is limited to the amount named in each policy issued. The members, of course, appoint an underwriter as their attorney to transact the business and an advisory committee who would serve in the same capacity as a board of directors of a mutual company.

The New York Individual Underwriters, who confine their underwriting to the higher class of wholesale mercantile risks, have been doing business on this plan for upwards of twenty-five years. They have always returned handsome dividends to members and have accumulated a reserve fund.—J. D. Sheahan, Chicago.

The Corner in July Corn.

Last week the president and secretary of the Illinois Grain Dealers Association mailed a circular "To the Grain Dealers of Illinois" advising them to take advantage of the premium offered for No. 2 corn in Chicago. "If you will handle your corn carefully, pick out all damaged ears, clean it well, run through cleaners and elevate it two or three times if necessary, there is no reason why you cannot make 75 per cent or more of it grade. If the weather is fair commence shipping next week, and we will have representatives chosen from all parts of the state, made up of the best men we can get, with headquarters in Chicago, ready for business Monday, July 7. Advise them of all shipments and send them car numbers as fast as loaded and your interests will be carefully looked after. With careful handling your corn should grade. The quality of Illinois corn is good. Pick it clean. Do your part and the rest is easy."

The committee, composed of Thos. Costello, Maroa; H. N. Knight, Monticello, and G. A. De Long, Foosland, has been on hand this week, with Secretary Mowry and Traveling Representative A. W. Lloyd working to get good corn graded No. 2, but without apparent effect. The many heavy downpours have served to keep the air laden with moisture and assisted the Harris-Gates crowd in keeping the number of cars inspected No. 2 at a very low figure.

To-day the committee has placed a copy of the following letter in hands of every Chicago receiver:

Dear Sir:—

We, a committee representing the Illinois Grain Dealers Association, most respectfully request that you use every means in your power to insure a satisfactory grade on corn arriving in this market. The price is such that country shippers are using very much more than ordinary care in preparing their corn for shipment and look to their commission firms to see that full justice is rendered upon its arrival.

Our correspondence is so extensive we cannot take up every car in detail and therefore urge your earnest support. If corn grades under No. 2 and, in your judgment you consider it a reasonable thing to do, please have every such car re-inspected. If it then fails to grade, please submit the car numbers and samples to us promptly for further action.

Yours respectfully,
Committee Illinois Grain Dealers Association.
77½ Traders' bldg.

ASKED AND ANSWERED

QUOTATIONS FOR OLD AND NEW OATS.

Grain Dealers Journal: We notice on quotations on oats for the different months, they quote old and new. Our understanding of this is that there is a new contract. We would like to know positively what this oats consists of.—Seley-Early Grain Co., Waco, Tex.

Ans.—Yes; there is a new contract grade. It became effective July 1. The new grade is known as "Standard Oats" and comes between No. 3 and No. 2 white oats. The new grade originated this spring in the Chicago market, and the exchanges of Toledo, Milwaukee and St. Louis have adopted the same rule. As provided by the new rule of the Illinois State Grain Inspection Department, "Standard Oats" shall be seven-eighths white, but not sufficiently sound and clean for No. 2 white, and shall be reasonably free from other grain and weighing not less than twenty-eight pounds to the measured bushel.

RECEIVER LIABLE FOR VALUE OF GRAIN.

Grain Dealers Journal: If the five cars of barley shipped by J. B. H. had been shipped to us and the firm to whom we sold it had failed before settling, we should certainly settle with the shipper without any delay (we considering ourselves liable for the full value of the grain consigned to us) for the full value at the time the property came to our hands, no matter what might transpire after. For that reason the commission man should be extremely careful at all times to sell cash grain only to parties he knows are financially responsible for what they buy.—Smith-Baker Commission Co., Duluth, Minn.

G. P. Rose & Co., Nashville, Tenn.: We would consider the receiving house liable. When consignments come into our possession we regard ourselves responsible to shipper at net market value. Where shippers are known to us we do not wait for arrival, but advance nine-tenths value upon receipt of B-L and remit the balance when goods are disposed of. The manner in which we get our reimbursement does not affect the shipper, but is between ourselves and the purchaser.

Disbrow & Hoard, Alcester, S. D.: There is no room for honest difference of opinion on this subject. Yes, emphatically yes, the commission firms are liable for sales of grain for consignors. We often sell grain on track and draw for full amount. If draft is not honored we have ample time to protect ourselves. Why should not we be entitled to the same protection from commission merchants? True, we do not draw on commission firms for over 90 per cent as a rule; but we have a legal right to expect a prompt return of the remaining 10 per cent.

Frank G. Olson, Peoria, Ill.: Under existing circumstances, I would not consider commission firms liable; as they would not have sold them to the firm, if they were insolvent. The shipper certainly had confidence in the commission firm, otherwise he would not have consigned the grain to them. As they were nowise at fault, I would not think they could be held liable. I have known incidents wherein the commission firm have settled for the grain which they had sold to a

firm that had failed and they themselves took the chances of being reimbursed, when the receivers declared a dividend, but do not think that the shipper could hold the commission firm liable.

INDEPENDENT BUYERS HOW LONG?

Grain Dealers Journal: As I read of the line companies gobbling up the elevators of independent buyers I am prompted to ask, How much longer the single station operator will be found in the Northwest, or, for that matter, in the United States. I am becoming lonesome.—North Dakota.

WHY?

Grain Dealers Journal: To me it seems somewhat peculiar that shippers along certain lines of railroad in this state should receive bids from one buyer only, while shippers along some other lines receive many bids daily. Can it be that the shippers along this line are sacrificed to the greed of one buyer? Would it not be better for the shippers and the railroad company if the bars were let down and all buyers and receivers were permitted to compete for our grain on equal terms? It seems to me that shippers would get better prices for their grain and surely we shippers would be content if fair schedule rates were maintained.

I give the railroad officials credit with having a better understanding of their own affairs than I can have, but for the life of me, I can not comprehend how the road which gives one buyer a monopoly of grain buying on any section of its line can possibly get the most out of the grain business. The fact that only one buyer attempts to bid or can buy here, proves

that this buyer has so low a rate, that others know it is useless to attempt to buy grain.

I must be very dense because I can not comprehend how the railroad company profits by such discrimination, and surely it must discriminate. Light on this point will be very welcome.—Iowa.

BUYERS SHOULD PAY EXCHANGE.

Grain Dealers Journal: We think Mr. Davis is sound in his contention that the buyer should pay exchange on drafts drawn by a shipper on grain sold f. o. b. shipper's track. In our opinion, the grain is the property of the buyer immediately it has been loaded and the seller should not be put to any expense to obtain payment for his goods, unless it is expressly stipulated in the contract that drafts shall be made payable at a point of destination and in current funds at that point.—Gleichmann, Johns & Pratt, New York.

McLaughlin Elevator Co., Ada, Minn.: The grain should be paid for where it is purchased.

Mackenzie & Winslow, Fall River, Mass.: If the shipper sells the grain f. o. b. shipper's track, the buyer should pay the exchange. If the buyer buys it delivered the shipper must pay exchange.

Miller & Co., Nashville, Tenn.: We consider it only fair and just that the buyer pay the exchange on draft at destination of shipment. For 25 years we have followed this rule, and have never made any complaint.

W. R. Cornelius, Jr., Nashville, Tenn.: I maintain that where stuff is sold shipper's track then I owe the money there, and I pay him for getting money to him, exchange. Where it is sold my track I owe him the money here, and he pays for getting his money home, or exchange.

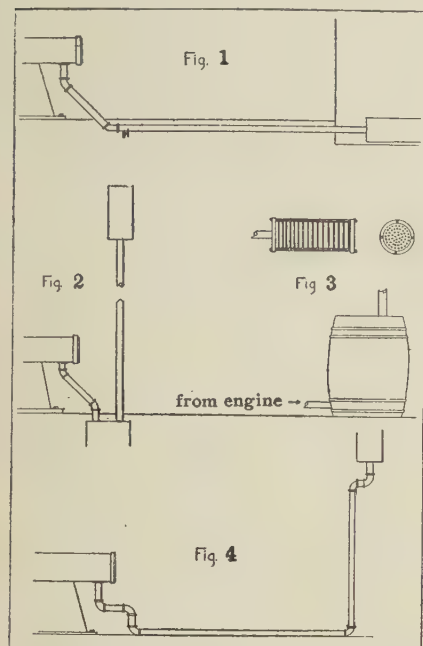
The Up-to-Date Corn Crib.



From the Chicago Record-Herald.

Exhaust Piping of Gasoline Engines.

In gasoline engine installations freedom of escape for the burned gases is demanded not only on the score of economy in reducing the back pressure, as in the steam engine, but to avoid contaminating the incoming charges with the dead exhaust. When the gases



do not escape freely the explosions are weaker, and sometimes the engine misses fire.

The odor of the burned gases is disagreeable, requiring considerable length of pipe to remove them, and increasing the back pressure. The evil of long piping can be overcome by making the pipe large, and with 45 degree elbows instead of 90 degree elbows, as shown in Fig. 1, given herewith. The fewer bends the better.

The end of the pipe should not be below a window or near enough to the ground to annoy pedestrians. An elevation of 10 to 15 feet usually is sufficient. The open end of the pipe never should be placed where dirt or sand can be sucked into the cylinder, with certain damage to the cylinder and piston from grinding by the grit.

Exhaust mufflers are attached when the noise of the explosions is annoying to the proprietor, his neighbors or patrons. They add to the back pressure, and in that way are a disadvantage. In one case a firm of country grain buyers in Iowa was sued for damages alleged to have been caused by the noise of the exhaust of their engine frightening a team into running away.

The construction of the ordinary exhaust muffler is shown in Fig. 3. A dozen perforated cast iron plates are held together by four iron rods. The inner plates are grooved to fit together. When the perforations in the plates have been stopped up by long use or feeding too much lubricating oil, the plates should be taken apart and heated in a wood fire until the grease has been burned off. A barrel loosely filled with bricks makes a cheap and practical muffler. A short length of pipe should extend up from the cover of the barrel.

A drip cock should be placed at the

lowest point of the exhaust pipe near the engine, to drain any moisture which may collect in the pipe during the night by condensation, and run back into the engine when it is started.

Fig. 4 shows a pipe with too many turns. When many bends are unavoidable, and the pipe is long, the remedy, aside from making the pipe large, is to put in an exhaust pot, as shown in Fig. 2. An exhaust pot is a large cast iron vessel, placed as close to the engine as convenient and buried in the ground. The larger the capacity of the pot in comparison with the size of the engine cylinder the more effective is it, not only in diminishing the back pressure, but in silencing the noise of the exhaust.

Never lead the exhaust pipe close to wood or other material likely to ignite, as the pipe sometimes becomes hot enough to char, and may start a fire.

Meeting of American Seed Trade Association.

The annual meeting of the American Seed Trade Association at Minneapolis, Minn., June 24 and 25 was well attended.

Professor Conway D. McMillan made an address of welcome, which was responded to by C. L. Allen. J. E. Northup presided.

Papers were read: The Government Seed Distribution, by Dr. B. T. Galloway of the Bureau of Plant Industry, Washington, D. C.; A Fair Contract, by Albert McCullough, Cincinnati, O.; The Dollar and the Test, by J. C. Vaughan, Chicago; Rural Free Delivery, by Walter P. Stokes, Philadelphia; A Seedsman's Collection Bureau, by Chas. H. Breck, Boston; Seed Trade Associations, What Have They Accomplished, by F. H. Ebeling, Syracuse, N. Y.; What Seed Associations Might Accomplish, by Howard H. Harries, Chicago.

The unjust course of the government in inflicting penalties for errors in importing seeds was condemned. Hope was expressed that at the next session of Congress the postal regulations would be changed to permit mailing third-class matter by weight without stamps.

The secretary's financial report showed a balance of \$233.

New officers for the ensuing year were elected as follows: President, Walter P. Stokes, Philadelphia; first vice-president, C. N. Page, Des Moines; second vice-president, S. S. Burge, Toledo; secretary and treasurer, S. F. Willard, Wethersfield, Ct.; assistant secretary, A. N. Clark, Milford, Ct.

The new executive committee is composed of W. A. Burpee, Philadelphia; J. C. Vaughan, Chicago; H. W. Wood, Richmond, Va.; S. G. Courteen, Milwaukee; W. H. Grenell, Pierrepont, Manor, N. Y.

The visitors were royally entertained by the local seedsmen. On the afternoon of the first day members and wives were shown Lake Minnetonka, taking supper there at the hotel. After a moonlight ride on the lake the party returned to Minneapolis by train. On the afternoon of the second day the visitors were the guests of L. L. May, who conveyed them by car to Minnehaha Park for a pleasant excursion on the Minnesota river. The boat ride was followed by a ride about the city in tally-ho and carriage. In the evening the guests were banqueted at the Commercial Club, their enjoyment of the good things being accompanied by music; and at 9 o'clock all rode to beau-

tiful Como Park, remaining until a late hour.

An elegant silver loving cup was presented to the retiring president, Jesse E. Northup, who thanked the donors in fitting words.

Toledo, O., is a strong candidate for the next meeting, the time for which has been changed to the fourth week in June.

SEEDS.

The premises of the Lake Shore Seed Co., at Dunkirk, N. Y., recently were slightly damaged by fire.

Fred M. Warner, secretary of state, reports the condition of clover sowed this year in Michigan, on July 1, as 102 per cent.

Sam Williamson, Salt Lake City, Utah, July 3: The growing crop of alfalfa seed at present is doing all right, and I think the yield will be better than last season, as the grasshoppers do not appear to have done so much injury.

A field of alfalfa well set is a bond from which a coupon can be cut several times a year and is worth any extra care that the farmer may have to take to get a good stand, as it will last indefinitely apparently.—W. H. Small & Co.

The Harry N. Hammond Seed Co., Bay City, Mich., is about to erect a brick and iron building, 50x100, and four stories high, with a side track to the Pere Marquette Railroad. The new building will be used as a seed house; and the company's offices will be on the second floor.

Our exports of seeds during the eleven months ending June 1, included 7,145,897 pounds of clover seed, 5,930,905 pounds of timothy seed, other grass seed valued at \$303,621, and 3,874,013 bushels of flaxseed; compared with 11,995,791 pounds of clover seed, 7,246,114 pounds of timothy seed, other grass seed valued at \$137,588 and 2,741,520 bushels of flaxseed exported during the corresponding months of 1900-1.

The Ohio Department of Agriculture reports that clover has been damaged 2 per cent by the white grub worm. The condition of timothy on July 1 was 70 per cent. Timothy is very light throughout the state. Recent rains helped the crop some, but came too late for any great general improvement. Much of the crop is badly infested with white top, which will materially affect quality. Timothy started poorly, owing to drouth last fall and lack of moisture this spring.

C. A. King & Co. write: Prime clover seed here is too high. Ohio and Indiana dealers have asked to have it modified. They are right. Why? Toledo is the leading clover and seed market of the world. It must progress. It cannot always lead unless it does. A change would be better for all concerned. It takes a buyer as well as a seller to make a trade. The interests of both must be carefully considered. All must have confidence in the fairness of the grade and the market. The prime standard must be one of general use. Our present standard is not. It was years ago.

Beardless brome-grass is coming into great favor throughout the west, and the seed is in demand. This not only makes the price high, but leads to the sale of chaffy and adulterated seed. The standard weight is 14 pounds per bushel, and most seedsmen quote prices either "per 100 pounds" or "per bushel of 14 pounds." We have secured pound packages from all seedsmen cataloguing this seed and have

not found one lot that weighed more than 13 pounds. Most of the samples weighed 11 to 11¼ pounds per bushel, while one sample fell to 8¾ pounds.—A. J. Pieters, of Department of Agriculture.

SUITS AND DECISIONS

The Ohio Supreme Court has declared constitutional the Willis law under which corporations doing business in Ohio are assessed annual fees upon their capital stock.

A person purchasing goods under a contract requiring the purchase price to be paid on delivery acquires no title to the goods or right of possession till the payment of the purchase price. *Raugh v. Waterman*, Appellate Court of Indiana, 63 N. E. 42.

The right of the Minneapolis Chamber of Commerce to apply its rules to members has been sustained by the courts in two recent cases; those of O. D. Tinney and C. P. Evans. A member of a voluntary association when joining agrees to abide by the rules of the association, and cannot thereafter object to their enforcement, for reason which may appear sufficient to himself.

J. F. Wyatt has brot suit against David Lynch, receiver of the Franklin Milling Co., and John A. Bell, receiver of the Nashville Grain & Storage Co., Nashville, Tenn., to recover the value of 1,294 bushels of wheat delivered by him to the storage company and alleged to have been wrongfully sold to the milling company. The receiver already has settled with Wyatt for 777 bushels of the wheat.

In the suit of C. P. Evans, who was expelled from the Minneapolis Chamber of Commerce for refusing to submit to arbitration, the Minnesota Supreme Court said: It is optional with him to retain his membership by submission to the by-laws, or to surrender it and cease to be a member by refusing to comply therewith. If no attempt is made to deprive him of an opportunity to litigate his differences in the ordinary way, the by-laws are not unreasonable, coercive, violative of constitutional rights, or contrary to public policy.

A contract between a common carrier and shipper, exempting the former from liability for loss or damage to property received for transportation caused by negligence, is void because contrary to public policy; but that rule does not militate against the validity of an agreement, fairly made, liquidating such loss or damage in advance upon an actual or maximum value basis agreed upon and stated in the contract. *Ullman v. Chicago & N. W. Ry. Co.*, Supreme Court of Wisconsin, 88 N. W. 41.

The measure of recovery on a counterclaim for failure to deliver coal on contract, has been decided by the Kentucky Court of Appeals, in the recent case of the Tidewater Coal Co. *Lee et al.* to be the difference between the price the defendant agreed to pay the plaintiff for the coal ordered and not shipped and the price at which they could have obtained such coal from other persons, and that if they could not have obtained it from other persons the measure of their recovery was the net profit they could reasonably have made on the quantity of coal ordered but not furnished.

The Massachusetts law provides that a customer can recover money paid to a broker with which to purchase stock upon margin, provided the broker has reason

to believe that the purchaser had no intention of actually purchasing stock. It therefore became the custom for the brokers to actually purchase stock, requiring the customer to pay but a portion of the purchase money, and furnishing the balance themselves, the certificates being delivered to the brokers with a written transfer thereof in blank, signed by the owners. The certificates were often pledged as security for money borrowed by the brokers to raise the balance required to purchase them. In the case of *Chase v. City of Boston*, 62 *North-eastern Reporter*, 1059, the plaintiffs were taxed as the owners of certain stock held in this way, and sought to be relieved from paying the tax on the ground that they were simply pledgees of the same. The court decides that the broker is the owner of the stock, for he is not bound generally to keep the stock of any one customer distinct, but has the right to take a single certificate in his own name for several customers, and has the power to pledge the whole to a bank for advances.

Landlords' Lien Law of Texas.

A. W. Wright, landowner, brot suit in the court of Bosque County, Texas, against J. R. Davis and others, grain buyers, to recover \$300 rent, alleged to be due from J. A. Kilman, who occupied the ground. The county court found in favor of the grain dealer on the ground that Kilman had a verbal agreement to buy the land on which the grain was grown, and that consequently his crop was not subject to the landlords' lien law.

On appeal an error was found in the instructions of the county court, and the case reversed and remanded for a new trial. Judge Stephens said:

In thus allowing appellees, purchasers of the crops raised on lands leased to Kilman, to dispute the landlord's title on the ground of a previous oral and unexecuted sale of the leased premises to the tenant, and also in thus denying appellant the right to recover under the alleged oral lease if he failed to establish the further allegation that it was afterwards reduced to writing and signed by the parties, we think the court erred.

Whatever equitable rights Kilman may have acquired under the alleged parol sale must be held to have been waived by him, so far as the crops of 1900 were concerned, when he executed the written lease for that year; and the appellees, who claimed under him, were equally bound by this waiver. That lease, if made, certainly established the relation of landlord and tenant between appellant and Kilman for that year, for it was the very contract under which the land was cultivated, and itself determined the respective rights of the parties to the crops then and there grown. And the result would be the same if only an oral lease was made. True, appellant alleged that this oral lease was afterwards reduced to writing; but if this allegation was disproved by appellees, and there was yet sufficient proof of the oral lease, we see no reason why appellant's failure to prove all that was alleged should deprive him of the benefit of what was both alleged and proven.—*Wright v. Davis et al*, Court of Civil Appeals of Texas, 68 S. W. Rep. 181.

The chancellor of the British exchequer on June 18 announced a further reduction in the duty on maize to 1½ pence (3 cents) per 112 pounds.

Advantages of Being Affiliated with the National Association.

In the words of your worthy Secretary, with whom you are all more familiar than I, the Illinois Grain Dealers Association started nine years ago with nine members. It now has about 700. In the start it embraced only the southwest and central part of the state. Now it practically covers the entire corn belt. Brother Mowry has, indeed, reason to feel that you have just cause to be congratulated upon this great growth. It is very gratifying to all who are interested in association work to learn of the desire expressed by the dealers in the wheat territory to organize, and I sincerely trust that you will meet with the same success that has predominated in the corn belt. The fact that there are so many of you present corroborates the statement that all over the state peace, harmony and good will exist where formerly all was confusion and discord.

A little more than six years ago, when the grain business in Iowa was in a demoralized condition, and there were from one to three irregular dealers and irresponsible shippers at almost every station, where there was any quantity of grain to be handled, some few of the regular dealers with a desire for betterment of conditions located along the line of the Burlington railroad, seeing the good that was being accomplished by the association work in your great state, started the organization now known as the Grain Dealers Union of Southwestern Iowa and Northwestern Missouri. It was with much difficulty that they completed their organization; and at one time, by vote of their board of directors, which resulted in a tie, they had almost decided to disband, when their present ever faithful president (D. Hunter) came in with the deciding vote, which resulted in their holding together; and now through a period of six years, they have succeeded in placing the grain business in that territory on a profitable and legitimate basis. Elevator property has advanced in value 50 to 150 per cent according to location. In the start, the elevators were small buildings, out of repair, some of them with the roof full of holes and siding dropping off from decay which was caused by not being able to make enough money out of the business to keep the buildings painted. A trip along this same line of railroad now will show you modern elevators of a capacity averaging 10,000 bushels, in the best of repair and the owners of them with a balance in bank to their credit.

The balance of the state of Iowa, seeing the results obtained through the concentrated action of this association, organized April 14th, 1900, the Iowa Grain Dealers Association. Since their organization they have worked together harmoniously with marvelous results, and at this time there is not to exceed five active scoop shovelers in the entire state. Out of 1,350 stations there are less than twenty-five at which chronic troubles exist between dealers to an extent that reasonable margins are not maintained.

Through the workings of these state associations the dealers in the terminal markets realized the advantages of association work and decided to organize the Grain Dealers National Association which has been in operation for over six years, having organized on November 9th, 1896, in Chicago, with only thirty-eight in attendance. The officers for the first year included for President Mr. E. S. Greenleaf of Jacksonville, Ill., and Mr. W. H. Chambers of Hepburn, Iowa, was elected Secretary. From that time until the meeting in Des Moines, Oct. 2d, 3d and 4th, 1901, the country was flooded with association literature, with the result that sufficient interest was aroused among the members of the trade to bring about the organization of several local and state associations.

The first association work attempted in Indiana in the way of organization was June 27th, 1899, when through the efforts of Charles S. Clark of Chicago, then Secretary of the Grain Dealers National Association, the Western Indiana Division of the Grain Dealers National Association was organized at Lafayette. October 18th, 1899, at the fourth annual meeting the Western Ohio and Eastern Indiana Association made its start. The following June another division known as the Eastern Indiana Division of the Grain Dealers National Association was organized and the Northeastern Indiana Division was organized and given a fresh start. The workings of these associations were in the

main identical with the associations previously organized in the other states at the time they were started. It was found that in some instances the territorial lines conflicted so that the dealers bordering on the edges of these lines were in a measure at a disadvantage by being so located. When matters came up which were outside of the vicinity of the organization it was difficult to handle them properly and judiciously in time to protect the interests of the shippers.

There was no systematic manner for compiling a list of the regular dealers of Indiana and we were constantly being annoyed by scoop shovel shippers and farmers consigning their grain which should have gone to those regularly engaged in the grain business. In order to overcome these conditions, Indiana organized on the eighth day of January, 1902, a state association, which is now working in a proper manner toward obtaining the same satisfactory results that her sister states of Illinois, Iowa, Kansas, Nebraska, Oklahoma and Texas have.

The various state associations soon realized the importance of affiliating their membership with that of the National, thereby forming a compact between the receivers, commission firms and bidders in the terminal and central markets and the members of the state associations at the country points. You will readily see the vast influence that would be brought to bear upon all matters of importance to be considered by the national and state associations.

Vast results have been accomplished by this great body, whose interests were mutual, in the correction of the methods at terminal markets so that the percentage of shortages on shipments have been materially reduced. It is now possible through the confidence that has been established to obtain settlement of differences between shippers and receivers located far apart, with gratifying success. By interesting the receivers in association work and on listing them in the Grain Dealers National Association it is possible for us, as secretaries of the state organizations, to report to these parties who are not entitled to their consideration and thereby curtail the irregular shippers in the outlet they have for marketing the grain. Upon recommendation from the state organizations several of the markets have adopted No. 3 grain as standard and deliverable upon contract, which admits of the country shipper being able to sell a future against the grain he has in store during times of car shortage, and thus protect his business. This grain being deliverable upon contract takes from the option business the speculative feature and makes it legitimate, as long as the dealer confines his operations to the actual amount of grain he has on hand.

Another result of the influence brought to bear by the Grain Dealers National and affiliated associations is the organization of the Chief Grain Inspectors Association. This association holds its annual meetings at the same time and place as those of the Grain Dealers National Association, and next October, in Memphis, samples of grain are to be presented by all the members with a view to adopting uniform grades acceptable in all markets.

The systematic stealing from cars loaded with grain has been brought to the attention of the railroad officials in Chicago by our efficient secretary, Mr. Geo. A. Stibbens, and these corporations, recognizing the power that was behind the throne, have placed watchmen in the yards, arrests have been made, and cars now come into the terminal elevators with as much grain, providing they are properly coopered and loaded, as they contained when leaving the point of shipment.

In legislation that affects the grain business we propose to use all of our prestige in order to protect the grain dealers. The Grain Dealers National Association took action in regard to all resolutions passed at the last annual meeting. It now has memorials in congress in reference to the Corliss Bill and another one referring to improvement in crop reports. Contrary to the wishes of a large majority of its members congress repealed the bucketshop tax but it was stated that the committee reported on this repeal because they did not wish to make an exception to the bill as favored by the lower house.

A bill to prevent interstate telegraph and telephone lines being used to promote gambling has been introduced in the house of representatives, which is receiving the support of all the commercial exchanges, Grain Dealers National and affiliated associations.

The adoption at the last annual meeting of The Grain Dealers National Association of trade rules, whereby a country shipper can know what is expected of him when he sells grain to the firms in the terminal markets, also what is expected of the buyer, is a most important advantage to the entire grain trade that must not be lost sight of. I think right here is a good opportunity to impress upon the minds of the members of the National Association the importance to them as members of the different exchanges urging the acceptance of the rules, thereby making them official and uniform in all markets. The arbitration rules adopted by the Grain Dealers National Association and subsequently by the various affiliated associations is another advantage to members of both associations. The cases adjusted under these rules have given uniform satisfaction, and it has been demonstrated in several instances that arbitration can be enforced.

The last advantage of affiliation that I will mention is that of the Grain Dealers National Association transferring all of its country members to the respective state organizations, thereby giving them both their influential and financial support; also the various state associations, excepting Illinois, transferring to the National all of their receivers, commission firms and track buyers, unless they already had a regular membership in the National or had country stations, thereby making a dividing line between the regular and affiliated memberships of both associations. You may ask wherein this is an advantage. First, it is an advantage to have the regular membership of the state associations confined to those who are buying the grain from the first hands and selling it to the terminal buyers, as it allows you to conduct your association from the standpoint of the country shipper. Second, it is to the advantage of the state associations and their members to obtain and maintain the support and co-operation of the regular members of the National, the buyers in the terminal markets, and by making it possible for them to give you this at a minimum cost you will be assured of a larger number of them.

As an illustration of this fact, one of our Indianapolis receivers when being solicited for membership in the Grain Dealers National Association replied that he was a member of the Illinois Association and that if he joined the National it would cost him double the amount of money per year, which he could not afford. He said, "I think the National is the proper place to belong, but I can afford but one, and should I join the National and drop my membership in the Illinois Association, lots of my customers out there would drop me." Several of our Indiana members have inquired if this party was a member of the National, and being informed in the negative, replied that they didn't particularly care about selling him any more stuff unless he placed himself in a position where arbitration could be enforced, should it become necessary. Consequently, my Illinois brethren, you see that the stand you have taken is reflecting to the discredit of one of your tradesmen and possibly a warm friend to some of you.

In conclusion, I would urgently suggest that you instruct your officers and board of directors, that you elect at this convention, to meet the board of directors of the Grain Dealers National Association at as early a date as possible and adjust the matter. We are all organized to help each other, and by acting upon my suggestion you, who have the distinction of being the oldest state grain dealers association and are strong both in membership and financially, can assist us, who are the youngest state organization, and have lots of room to grow in the above named channels.

Farmers will have to pay more for threshing, the Threshermens National Association having agreed to 5 cents for wheat, 2½ for oats, and 7 for rye.

Official returns to the Texas Department, just published, show \$90,000 less premiums and \$40,000 more losses last year than in 1900. The percentage of loss increased from 60 in 1900 to 63 in 1901. The figures are not encouraging for those in that state who favor more squeezing of the companies, and they are correspondingly encouraging for those who believe the time has come to break the back of Texas' war on insurance.—Insurance Monitor.

Grain Dealers' Outing.

The annual outing of the Northwestern Iowa Grain Dealers Association was held at Silver Lake, Minn., June 26-27.

An earnest invitation from the president and secretary only got out about 30 dealers, which was a great disappointment to those who had been to Silver Lake before and knew of the many attractions.

A drive of ten miles thru the country was necessary to reach the grounds, and as some drove from Armstrong, some from Fairmont and other nearby cities, an exchange of crop reports was the first order of the day. The weather was very pleasant and every one enjoyed the outing. A number of games were participated in by the leading athletes.

The leading event looked forward to by all was the 100-yard foot race between James R. Dalton, Chicago, and Bert Ellsworth, Milwaukee. The excitement was intense when Mr. Dalton appeared in correct running dress and showed up in perfect form.

A straight part of the road was chosen and carefully measured.

Ellsworth appears en deshabille.

They're off.

Dalton wins by 50 feet; time 11:5.

The sprinting fever became contagious and a race open to all was announced. Entries: Dalton, Livermore, Frebel, Anderson, Rippe, Fleming. Result: Anderson, 1st; Dalton, 2d; Rippe, 3d. This was Dalton's second time over the course, and the time was very fast.

Another match between Anderson and Rippe, two rising young athletes. Rippe won. All adjourned for supper. The evening and next day were given up to enjoyment.

Bert Dunn of Armstrong was host, and the provisions and refreshments provided by him showed his usual good judgment.

A short business meeting resulted in the re-election of old officers. Two new officers, Managing President and Secretary B. G. Ellsworth and J. R. Dalton were selected. These two gentlemen will look after arrangements for next meeting to be held in Milwaukee.

Those present were: A. E. Anderson, of Brooks-Griffiths Co., Minneapolis; E. R. Anderson, Buffalo Center, Ia.; Bert J. Dunn, Armstrong; Wm. Dredge, Angelica, Wis.; James R. Dalton, Eschenburg & Dalton, Chicago; Bert Ellsworth, L. Bartlett & Son Co., Milwaukee, Wis.; Jack Ellickson, Thompson, Ia.; Al Frebel, Titonka, Ia.; Jack Fleming, Armstrong; Geo. S. Fow, representing Mr. Henry Rinpe, Fairmont, Minn.; W. B. Hatch, P. B. Mann & Co., Minneapolis; F. S. Livermore, Buffalo Center, Ia.; A. H. McIntyre, Worthington, Minn.; John Meigs, Mohr-Holstein Commission Co., Milwaukee, Wis.; H. R. Phillips, Grain Dealers Journal; E. J. Riley, Swea City, Ia.; Chas. Rippe, Forest City, Ia.; H. Rasmussen, Armstrong, Ia.; H. J. Reis, Armstrong, Ia.; J. E. Sims, Worthington, Minn.; C. W. Thompson, Parker, S. D.; Wm. Townsend, Milwaukee, Wis.; Geo. A. Wells, secretary Iowa Grain Dealers Association, Des Moines, Iowa.

Malt exports during the eleven months ending June 1 were 362,314 bushels; compared with 309,627 bushels, the amount exported during the corresponding months of 1900-1, as reported by O. P. Austin, chief of the bureau of statistics.

Mid-Summer Meeting of INDIANA GRAIN DEALERS

The first midsummer meeting of the Indiana Grain Dealers Association was called to order by President E. H. Wolcott, in the Board of Trade Assembly Room, Indianapolis, at 10:55 a. m., June 25. The meeting altho not remarkable in point of number in attendance, was a very representative gathering, all parts of the state being represented. In opening the meeting the President said:

President's Address.

It is a great pleasure, gentlemen, to greet you at this, our first semi-annual or mid-summer meeting. The progress of association work the last year has been most marked and important. In our own state we have commenced a new era in the grain trade. The various local associations that accomplished such good work, that brought the trade out of the "Slough of Despond," were all combined and the present state association formed. We have still attempted to maintain the local work, only much restricted and confined, the general work being turned over to the state secretary. The whole state is now our field, and I ask your indulgence now to say some words of praise of your secretary.

He has most kindly kept me informed of part of his work, and I have had the pleasure of being with him in some outside work. I have also heard of his work and it is most commendable. He has entered zealously into his new duties and I feel confident given his whole time and attention toward making the association a success. His labors are not all pleasant or successful, but I believe he is following the right line of work and the showing next annual meeting will demonstrate what has been done.

There are various sections of the state that afford a most excellent field of work, and there are other sections that yet need more thorough organization; these we shall give attention to as we find time, though so far it has been deemed best for your secretary to use his best judgment and work where he thought his efforts would be most effective.

As a state organization we find our field much enlarged. We are brought to consider questions of general importance to the trade. One of those that has received our consideration has been the question of mutual insurance. The burdensome rates of the old companies have made serious inroads upon profits already small and impaired on account of crop shortages and high prices. Your committee will to-day make its report. The question of forming a mutual insurance company has been thoroughly considered and whether it will be desirable to consider the establishment of this department in connection with our other work will be left to your approval. I beg of you, gentlemen, to give this your careful consideration, it means much indeed to the trade. The successful formation of a good company means ease in placing your risks, it means economy in paying your premiums.

The grain trade has also been burdened in the past by some unwise legislation. Legislation of such a character that we have been defrauded time and time again without any recourse as far as existing laws are concerned. I refer now especially to the landlords lien law, which makes every grain dealer in the state responsible for any tenant's non-payment of his rent, waiving all notice on the part of landlords. This shall receive our consideration and a just and equitable law such as will protect both the landlord and dealer will be presented for approval at the next session.

I have noticed that in preparing questions for discussion your secretary has assigned to the unorganized portion of the state some questions that are of most importance to those localities, in fact some that even in the organized portions, are yet causing disturbances. Nothing can be more serious than the bag-lending evil. Every dealer condemns it, every dealer laments his own weakness in yielding and seeks relief. But that is the trouble. It is absolutely necessary that harmony and confidence exist in order to overcome this

source of serious loss. It is for you, gentlemen, to decide. I trust it will be discussed thoroughly and fearlessly, that you show it up in its naked ugliness, and "cut it out." The questions of overbidding I trust will also be fully aired. This is due largely to lack of confidence. No one overbids unless he thinks his competitor will do something of the same character. Where mutual confidence exists this is largely eliminated, and in the old established parts of the state where association work has long been operative, there is but little friction. The advantages that come from organization are so manifold that to those who have felt their influence, it seems that no other condition should be considered. The pleasure of engaging in a business openly and fairly without those petty and annoying occurrences that a local fight bring about, is worth much to those peaceably inclined and as a financial investment, who ever fought successfully. To have harmony there must be confidence. To have confidence we must have personal knowledge and mutual interests. This the association accomplishes. It brings you together, brings you in touch with the receiver and exporter, enlarges your field of knowledge and broadens your views. No man so hard to convince or satisfy as the man of circumscribed knowledge. Increase our knowledge and we grow broad, liberal and progressive. We can only learn of our fellowman by intercourse with him. You don't really know your competitor till you meet him and test him. This is one of the results of membership in this association, and one we should appreciate highly.

We would miss these meetings, these friendships much if we had to go back to the old days.

As there are subjects of importance to discuss in detail, while I have only generalized, I give way with pleasure to the following number on the program.

Mr. J. F. Courcier of Evansville responded for southern Indiana:

I did not know until yesterday that I would be here, therefore I am not prepared with such statistics as southern Indiana is able to furnish. Southern Indiana is a great producer of grain, and by its close proximity to the south is open to association work. The producers are now going into the market and shipping direct to the consumer in the south. That places the regular grain dealer, the elevator man, in a very undesirable position to live up to his obligations, as the regular track buyer and receiver must necessarily refuse to buy from farmers; refuse to buy from scoop shovel dealers and by that means cut off considerable of his business. We would be very glad to have the active workers of the organization come into southern Indiana, and whatever Evansville can contribute to their assistance will be gladly and freely contributed. Of course, Evansville, I think, should be recognized in this work, being the largest city in that end of the state, and by recognizing Evansville in the work, you might be able to find a little material that would be of benefit to you. We are very anxious to see the state of Indiana thoroughly organized. We can see that there is considerable room for improvement as compared to the state of Illinois.

I am not prepared to say anything either for or against the insurance question. I have not investigated it. Our house has just recently been confronted with an advance in rates, which we positively refused to pay. When they brought in their statement for their premium with 25 per cent added we positively refused to pay it, and they met our terms.

If any committee work is assigned and your committee wishes to communicate with us at Evansville we will take pleasure in giving you all the information we have.

President: We are glad to hear from southern Indiana. One serious difficulty that has confronted association work, is that part of the state being unorganized. I think Secretary Sampson in his report will be able to say something in that direction. We have with us Mr. Jaeger of J. F. Zahm & Co., Toledo, who will read

a paper on clover seed read at the Ohio meeting.

Mr. Jaeger then read the paper which was published in the Grain Dealers Journal of June 25, page 559.

President: It is a great pleasure to know, gentlemen, that some seed does grade prime in Toledo. We would like to hear from Mr. Wallace and get a better description of these grades.

Mr. Wallace, chief seed inspector at Toledo, said: I think Mr. Jaeger has covered the ground fully. I am not prepared to make any speech. There is not a seed dealer here but knows the rules and is familiar with the different grades. I will be glad to talk to any dealer privately and give him all the information I can.

Mr. J. B. Ross of Lafayette responded as follows for the western part of the state:

Those of you who have been in the business for the last fifteen or twenty years will probably appreciate what the grain dealers association has done. Ten or twenty years ago the grain business was generally in what would be called a demoralized condition. The grain men looked upon their competitors as natural enemies, and for that reason when a man came from one dealer's territory into that of another he felt that it was perfectly natural that he should bid the farmer $\frac{1}{2}$ cent or a cent more for his grain in order to get it. The competitor would, of course, resent this and raise the price in the first man's territory.

The consequence was that the grain dealers throughout the state were in the throes of a controversy all the time, and there was very little money made in the grain business. We had a great number of elevators which started out on the co-operative plan which would run for a few years and then gradually discontinue business. You could go through the states of Indiana and Illinois and other states and buy elevators of thirty, forty and fifty thousand bushels capacity on a day's notice. Now this is all changed. We know that it takes a man of ordinary business ability to run an elevator successfully. We know that it takes a great deal of capital for a man to build a modern elevator and run it. Now we know that a man with that business capacity, with that amount of money invested, is entitled to a fair profit, and that is all that the grain dealer is working for. You can go through the state of Indiana, to-day, or Illinois, Iowa, Nebraska or Kansas and you have to pay about what an elevator is worth in order to buy it, because we have got the business on a legitimate basis. The benefits do not merely apply in the sense that I have already mentioned. The association is fast weeding out irresponsible parties.

In our part of the state within the last five years (it is three years ago that the association was organized) one man would store grain for nothing in order to get the grain. Another man would voluntarily pay a little more than maybe he had agreed to pay. The consequence was the whole of that country was in a very demoralized condition. Another bad feature about it was that it was an encouragement for the farmers not always to tell the truth. A farmer would go to the dealer and get his price, and if the price was not exactly what he thought it ought to be, he would add a little to it and tell the other grain dealer he was offered so and so. The result was that the grain dealer would listen, because the farmer had the reputation of being a truthful man, and improve upon the amount offered a little. The final result was a loss.

Now this the association has improved upon. It is improving the moral character of our farmers, it is improving the moral character of our grain dealers. The farmers understand that when one man gives him the price and he goes and tells the other elevator man that he is paying a bigger price, you can put it down as not being true. Our telephone facilities have made it possible to prove it within a few minutes. We can call a man up and ask if he has offered so and so for grain. If he tells us "No" we can turn around to the farmer and tell him he is mistaken.

It is a very uncommon thing now for a farmer to tell the grain dealer a lie in regard to the price of grain, because the grain dealer knows when he is telling a

lie, and is not misled by him any more. He tells the farmer, "If you can get so and so for your grain somewhere else, that is the place to sell it. He has the confidence of his brother dealer that he is dealing fairly and squarely, and the object of all is simply to get a fair profit out of their business and their investment.

Another great benefit that we have derived from the association in our part of the state is in the matter of weight at terminal points. Why, in Kansas City they found that scales were tampered with and found holes or slides in spouts where grain dropped into the bins. At other places men have been found sweeping out the cars and getting three, four, eight or ten sacks of grain to a car in the sweepings. All this has been remedied by association work. The associations have also accomplished a great deal in the matter of discrimination in freight rates.

The grain trade of this great country is being bettered every day and the man that doesn't do right, either as a receiver of grain or the man that buys from farmers, public opinion is driving out of the business. He has no standing with the grain trade.

Mr. P. E. Goodrich, Winchester, Ind., responded as follows for the eastern part of the state:

Our association in eastern Indiana I think has done good work. We have had little or no trouble since its organization and the organization of the state association I think has aided our work materially. We had a little trouble in Randolph county a few weeks ago and Mr. Sampson made two trips there and through his influence it was adjusted. There has always been a little friction, but we get it adjusted satisfactorily and I believe we will go through the wheat crop without any trouble. I believe the association is a good thing and is worthy many times the money and time it costs us. In our vicinity since this organization was organized elevator property has appreciated in value at least 25 per cent. I know of an elevator that changed hands a few days ago that was on the market three years ago at \$3,000 and no taker. The conditions are the same throughout eastern Indiana. I know we refused \$3,000 for an elevator last week that we would have been glad to sell for \$6,000 a few years ago. The farmers are more satisfied. We have less trouble than we ever had before. They can see that we are paying as much as the grain is worth.

I think the success of this organization depends largely upon these meetings, getting together and talking over conditions, and handling grain on as small a margin as possible. It has been our experience that since this organization has been formed we have been actually paying farmers more money for grain than they ever got before. In fact, I know of no discord in our district in the grain business. I believe these state meetings are a good thing and that county meetings are a good thing. We become acquainted with one another and learn that our competitors want to do things on the square as well as we do. I believe the associations are all good and have their place.

President: Before we adjourn for dinner I would like to say that we will meet at 1:30 sharp, as some members want to go away at 4 o'clock. The remainder

of the program will be continued this afternoon. We have decided it will be wise to give this opportunity to some dealers who wish to join the association. The importance of joining this association is so great that I do not believe any one who is not now a member can afford to keep his name off our roll.

The meeting adjourned for dinner.

Afternoon Session.

The afternoon session was called to order at 3 o'clock by President Wolcott.

Secretary Sampson read several letters from dealers among which was one from Mr. J. W. McCord, to-wit:

A promoting concern styled the "American Farm Co.," supposed to be a New Jersey corporation, is trying to gain a foothold among Ohio farmers. Their plan is similar to the old scheme operated by promoters of canning factories, creameries, imported stallions and fancy stock. The profit to the promoter being a large margin on the plants or property he furnishes, said plants or property generally sold to the farmer at about double cost value.

Carroll, Ohio (one of our best grain points) is threatened with this proposition, in fact the shares have nearly all been subscribed for, by the farmers, for an elevator.

If I can furnish these subscribers with the names of reliable western farmers or business men, whose names and addresses you can give me, for reference, we may be able to expose this swindle and defeat the scheme and save our Carroll shippers much annoyance.

Kindly give me all the information you can if you have any knowledge of such operation in your territory, or if nothing of this type, give me such general information pertaining to the failure of the Farmers Co-operative scheme along the elevator line, as will be valuable evidence to put before a farmer who has interested himself in this enterprise.

President: These letters relate to some matters of great importance, especially the letter from Mr. Stibbens in regard to terminal weights. This morning's program will now be completed. As Mr. Barker is now with us we would like to hear from him.

Mr. W. H. Barker, South Bend, Ind., made the following address on behalf of the northern part of the state:

Necessity of State and Local Organization.

As to the power of organized effort to overcome difficulties that are beyond the power of individuals, there can be no question. We have innumerable illustrations—combination and association for mutual protection to business interests, is the order of the day.

That the grain dealers of Indiana have difficulties that require the exercise of a strong hand, no intelligent grain dealer will deny. To realize that the association will be able to perform a goodly service for its members will gain for it a substantial support from all quarters. Now, there exists in many sections of our state antagon-

isms between grain dealers, that is undignified and ruinous. It encourages and cultivates niggardly and dishonorable dealing between farmer and shipper. The farmer is prompted by this state of affairs to approach you in this manner:

"How much are you a-payin' fur wheat to-day?"

You reply, "75 cents, Mr. Blank." "Is that all?" he asks with an air of amazement. "Why, you're way behind everything. Payin' 80 cents down to Poseyville. There's two buyers down there and they're jest crazy for wheat, but I always like to deal with you. I 'sposed you'd give me as much or a little more than anybody else. I tho't I'd just drive round and give you a chance at it. I've got a fine lot of wheat that's No. 1. Is that the very best you can do?"

"Well," you say, "Mr. Blank, I ought not to pay any more, as the market looks weak, but if you will close up now I will split the difference with you and you haul it in as soon as possible."

"Well," says he, "how does it come you can't pay as much as them fellers down to Poseyville? Us farmers ain't got competition enough in this town. If you can pay 80c I'll see the boys and if they can spare the time we will commence hauling."

"How many bushels will you haul, Mr. Blank?"

"Well, I don't know exactly, but I'll haul all I've got."

If you push him hard you may be able to get him to make a more definite statement. Somewhere between 2,000 and 3,000 bushels. You are in hopes the market will advance so there might be a profit, at any rate save you from loss, and for fear those fellows over at Poseyville will get it, you finally agree to take it at 80 cents.

"Well, I'll see the boys and if they can help I'll let you know to-morrow or next day. How many sacks can you lend me. I need about 100?"

You lend him the sacks.

"How long will you give me to haul it? I want about two weeks."

Yes, you give him two weeks.

"Will you give me the raise of the market 'till I get done hauling?"

Some have been known to concede this also. After he has rubbed it into you in this manner and you think now the bargain is made and clinched, he coolly tells you that if he concludes to let you have it, he will commence hauling to-morrow or next day.

Thus he binds you because a grain dealer must be a man of his word, but avoids being bound himself, all because he has the Poseyville whip over you and knows how to swing it. He has plenty of time to-morrow and next day to drive it into your competitor, and if he cannot get any more out of him than you are bound to pay, then he will haul it to you.

Perhaps you will try to skin out a little profit on weights; especially if the market declines, otherwise you will lose, and so the desire is strong to get even some way.

If the market goes lower you get all he can rake and scrape. If it goes higher probably he will not have as much as he expected, and it will fall under the minimum of his verbal statement, or by the rise of the market clause, you get it at a higher price. This, with some variations, is the story of wheat buying against active competition, and there is no such thing as profit by straight forward dealing under such conditions.

The remedy for all such trouble is in casting aside antagonism and adopting



Committed by the Indianapolis News.

rules that will eliminate overbidding and all underhanded methods. I favor making of written contracts.

When the farmer comes twisting and boring to get your skin and declaring that he needs all he can get, he should be made to understand that your services requiring the investment of much money and the exercise of good gray-matter stands in need of compensation as well as does his investment and labor. Let him learn that nothing but mutual respect and fair compensation for services rendered are able to maintain right and satisfactory relations between man and man in the world of trade. Good will and honorable dealing should stand in the front rank of all our transactions.

If the organization offers a remedy for strife between buyers and its attendant baneful influences and disastrous results, by all means join the organization.

There is also the almost universal trouble about destination weights. Do you have scales that you know are correct? Have you been very careful to know that your weighing is correct? And do you exercise great care about loading cars that are sound and secure, and then after all your caution, received report of shortage at destination that is exasperating?

Do you feel that your customers are stealing grain that your competitive buying has cost you so dearly already? Then, indeed, you are between the devil and the deep sea.

If the operation of the organization shall be able to show where the wrong is you had better support the organization. I am not in the field to suggest an infallible method for correcting this trouble, but I believe it can be done. Tests can be made under the supervision of an association committee and if it shall be found upon careful and extended work that receivers and millmen are good and accurate weighmen and the discrepancies are up to us for a fact then we will sing their praises. Then will our hearts be filled with delight, for it will free our minds of that dreadful feeling that our customers have been sucking our blood for so many years.

If on the other hand we find that our suspicions are true, a remedy can be found and they may feel the righteous wrath that courses through the veins of hundreds of men when they feel that a gross injustice has been done, which they have helplessly endured for years.

Then there is the matter of securing prompt adjustment of just claims upon the R. R. Co., which might be made a part of the association service, also the securing of equitable freight and insurance rates, suitable cars, etc.

In the association meetings the interchange of views and experiences is valuable. Had the organization no other power to promote the general good, this alone is good ground for its support. The advance from newness and crudity to system and closer alliance in all lines is the cry of the hour, and he who fails to keep step with the ranks of progress is sure to fall by the way. No haphazard way of handling the product of Indiana's fertile fields will endure. Let our coming together be a means of lifting the grain business out of the slime, trickery and uncertain profits and placing it upon an honorable and just basis.

"When self the wavering balance shakes, it's rarely right adjusted."

Then let narrow selfishness be eliminated. Let us so hedge our business about that our just compensation will be secure and we shall not be driven to questionable methods to meet intrigues of our fellows and patrons.

I suppose I am expected to say something about subordinate, local organizations. Their need probably depends upon the reach of the state organization. If the purposes of the state organization can be brought to all interested through the mails and frequent meetings at different points in the state, and perhaps through visiting committees, it might be better than an effort to maintain subordinate organizations.

Communication through the mails should be free between members of the organization and the state secretary and accomplish all that is necessary. I do not at this time and with my limited knowledge of the situation favor the subordinate association.

Secretary Sampson: The report of the Committee on Mutual Insurance has been handed me by the Chairman, Mr. Riley, for your approval and adoption.

Mr. Sampson read the following report:

Report of Insurance Committee.

Your committee appointed to investigate the plan of organizing a Grain Dealers Mutual Fire Insurance Company and the advisability of completing such an organization, beg to submit their report, as follows:

(1st) A copy of articles of incorporation permissible under the Indiana law has been prepared and is attached hereto which forms a portion of this report.

(2d) Upon considering the advisability of organizing a company of this character, we, your committee, have given the matter some investigation and consideration, and have been greatly assisted in our efforts by our worthy secretary, Mr. Sampson, whom we wish to thank for his services.

We understand that a movement is on foot to organize a National Grain Elevator Insurance Company, and believing such an organization might be more efficient in solving the insurance question than independent state organizations, we recommend that the secretary of this association keep in touch with the prospective movement, to the end that should the same approach the position of practicability and success, we may be prepared to co-operate with them, thus securing to our members the benefit that would be expected to follow a successful state organization.

Your committee, therefore, makes this brief report and respectfully asks for further time for investigation and reports as to the progress of the prospective national organization and further recommend that the secretary be instructed to follow the progress of the national organization and report the same to the members of this organization.

(Signed) Chas. B. Riley,

(Signed) James W. Sale,

(Signed) Cloyd Loughrey.

Mr. J. F. Courcier moved its adoption, seconded and carried.

President: No grain dealers' meeting is considered a success without a paper presented for their consideration by our national secretary. So, gentlemen, it is a great pleasure for me to introduce to you Mr. Stibbens, whom we value for his efficient work.

Mr. Stibbens read the following paper on How the National Association Can Benefit Your Organization and Others:

What the National Association Has Done for Your Organization and Others.

The grain trade of Indiana is to be congratulated on having organized a state association last January and the machinery set in motion at that time has resulted in creating a good live organization that is fast doing away with all friction existing between dealers and in six months more we predict harmony will have been well established throughout your state.

The national association has benefited you in many ways and will continue to do so. A great many trade evils have been corrected at terminal markets because there has been a national organization to look after them and wage a war of extermination when found necessary to do so.

As individuals we could never accomplish anything along these lines, but as an organization working together and combining our influence we are in position to successfully grapple with all the difficult propositions we come in contact with.

When you consider the fact that the national is composed of all the country grain dealers in eight states and territories and a large membership of receivers in thirty-five markets of this country, is it any wonder we are successful in correcting abuses in the different markets? If we had no strength would it not be useless to appeal to the exchanges of this country asking them to correct the evils coming under their jurisdiction?

If there had been no national association the Railroad and Warehouse Commission of Illinois would never have adopted a new rule prohibiting the mutilation of grain doors by the inspection department, and this rule alone will save shippers many thousand bushels of grain annually.

The national assists your organization and others by remedying terminal matters, and I believe every state association understands that they alone are powerless to correct grain trade abuses of a national character and realize the importance of being a part of the national.

State organizations make a mistake by taking receivers in as members, unless they operate country elevators. It is un-

fair to ask the receivers to be members of state associations, for if they belong to one state organization, they must necessarily belong to each state association where they do business, which will force them to pay dues to a half dozen state organizations and a great many of them cannot afford to do so.

On the other hand, every receiver should belong to the national and pay dues to it only, which would make them honorary members of all affiliated state and local associations and the expense of so doing would be nominal to the receiver. Place the receivers all in the national and you will receive better support from them than you now do, because they will be under the supervision of the national secretary and they will naturally work more harmoniously with one secretary than with a dozen. The membership of the receivers are now scattered somewhat between the different associations, and it is only reasonable to believe if their membership were confined to one organization that better results would be achieved.

The national association recently brought about a thorough investigation of Baltimore weights by bringing it to the attention of the Baltimore Chamber of Commerce and we find the boards of trade and exchanges of this country ready and willing to co-operate with us in bettering matters at terminal markets and it is the duty of every state secretary to report all irregularities at the different terminal markets that come to their notice to the national secretary, in order that he may have the proper information before him at all times to enable him to bring proper pressure to bear on the particular market complained of.

Every country grain dealer and every receiver and track buyer is deeply concerned in the matter of shortages and how to remedy them.

From a personal investigation I firmly believe that shortages are caused by mutilation of grain doors, stealing of grain in railroad yards that have no police protection, leaking of cars in transit and poorly coopered cars. Practically all shortages may be attributed to the causes I have named. Terminal elevators, as a rule, are inclined to give the owner of the grain every pound it weighs and all receivers are as much interested in securing good weights as is the country dealer and the way to correct these abuses I have spoken of is for the country grain trade and the receivers to give the national their loyal support and it will be done.

I am not guessing at a single thing I have spoken of, neither am I boasting as some of these matters have already been corrected in some of the terminal markets by the national association, and as fast as our finances will permit we purpose to carry this work of reform into every terminal market in this country.

The national was organized for this purpose and is entitled to the support of your organization and all others. The receivers are coming to our support as they learn the usefulness of the national association and if the state associations will make a special effort to get the receivers into the national instead of taking them into the state organizations we will very soon have an association that will be strong enough to correct all present abuses existing in the terminal markets.

State associations should not lose sight of the fact that it is to their interest to work in harmony with the railroads and when you have a grievance go to them in a businesslike way and nine times out of ten they will make the matter right.

I frequently have occasion to go to railroad officials asking their assistance in bringing pressure to bear upon certain evils and almost invariably they are ready to co-operate with us.

The chief reason why all receivers should belong to the national is on account of arbitration. Place the receivers where they belong and all differences can be arbitrated successfully and arbitration can be enforced. Very few members of associations will refuse to arbitrate, for they do not care to be advertised to the trade that they have refused to arbitrate a difference.

We practically have adopted compulsory arbitration and it has come to stay, as very few people in the trade desire to be branded as unfair and dishonest by refusing to do so.

President: The next on the program is the report of our secretary, but before we proceed to that we would like to hear from some of the outsiders, some of the gentlemen from terminal points.

Mr. Culver, chief grain inspector of Toledo, Ohio, made a few remarks, in which

he said: It is one of the pleasures of my life to meet you here to-day and not to hear a single complaint in reference to the grades of the Toledo market. You have heard me talk for the last six years on this seed question. Toledo aims to be fair not only in seed, but in wheat grades. We adopted new rules governing the crop of 1902. The rules are made to conform to those adopted by the chief grain inspectors last year as near as possible. If there are any complaints against Toledo weights or any part of the Toledo market, we would like to hear them and rectify them. Be sure and get copies of our new rules before you leave the hall. If you have any complaints of any kind we would like to hear them, both in regard to seed and grain. If you do not want to make them openly make them at the hotel. We want your seed shipments and we want your wheat.

Mr. Morrison of Kokomo wanted to know what constituted prime seed. He said that in his opinion prime seed was too high and that No. 2 ought to be made prime so that country shippers could send it to Toledo and have their seed grade prime.

Mr. John C. Keller, of Toledo, was asked to speak on the subject and said: I am sorry I did not know something about this beforehand so I could have gathered some figures. We try to have the grade of prime seed in Toledo fair to the buyer as well as the seller. The man that buys prime seed wants fairly good seed, and, at the same time, the grade should not be so high, but what the man in the country has the quality that will make the grade known as prime seed.

Mr. Wolcott: What percentage of the receipts graded prime at Toledo?

Mr. Culver: Out of the receipts of about 130,000 bags last year 13,000 or 14,000 bags inspected prime.

Mr. Wolcott: How much was made prime?

Mr. Culver: That is a question I can not answer.

Mr. Wolcott: I judge it is possible to make prime seed out of common seed with improved machinery.

Mr. Keller: Our seed buyers in Toledo get seed from a very large territory. If seed is not good enough to make prime grade it can be mixed with seed of a better quality and made to grade prime. This is done with seed from Michigan, Wisconsin and sometimes from Kentucky, also from Illinois, where the lower quality of seed can be mixed with that of a very high quality. In Indiana, having nothing to put with it, you cannot make your seed grade prime. We want a grade that is fair. We do not want it too high, and, in fact, our grade last year on prime seed has not been as high as other years. One reason is that farmers are in too big a hurry to send it to market. Now we get seed in September, while years ago it was October and November before we got any seed at all. When you sow this quality of seed you cannot expect to reap prime seed.

Mr. Morrison: I would suggest that as Toledo is the seed market of this country, they establish a grade where the country dealer can protect himself in his purchase. He can't do it at present. I make a motion that our secretary be instructed to draft a petition or memorial to the Toledo Board of Trade to make No. 2 seed prime. He was asked to put his motion in writing.

Secretary Sampson read the following report:

Secretary's Report.

Owing to the fact that our worthy president has addressed you on the general interests and possibilities connected with the association work and that you have heard from the four geographical locations of our great state in regard to the conditions existing there, I will not take up your time on these same matters. I more especially desire to call your attention to some of the things that confront me as secretary in the work for you and demanded by you.

One thing that very frequently confronts me is what some dealer—not having sufficient information upon the workings of the association—generally tells the farmers, that is, that he does not belong to any trust and can pay what price he pleases and conducts his business according to his own judgment.

I call your attention to a statement made by the Hon. John P. Jones before the United States senate, "Association stands for strength, for concentration, for intensity, for achievement. Isolation stands for feebleness, for ignorance, for inefficiency. It is the negation of achievement. It implies expenditure of force without proportionate result. It involves waste of physical energy, and induces mental languor and impotence. Whatever, therefore, tends to bring men together, tends to lighten the burden of each, while multiplying the achievements of all." Thus you will see they have the wrong meaning of the word, association.

Looking at the matter in another light, it would be impossible for our organization to be termed a trust because we, in no way, regulate the prices paid for grain nor the selling of it, but wherever it is possible to create harmony and especially confidence, we recommend that the dealers agree among themselves on a margin of profit for handling their grain.

I am often confronted with the statement that "if Mr. Jones, my competitor, will join the association, I will." If I were to hand you a check for \$100, would you make this same statement? Of course not, you would take it. Then why not take a membership in an association which leads to a betterment of conditions in buying and handling grain, and harmony with your competitor? It is impossible to get all of the dealers in any one vicinity to act unanimously. Therefore, you must act independently of each other in the start and trust to the future for a unanimity of action.

The local meetings are one of the most important works done by our organization and it is impossible through them to discuss questions that would have no interest in a meeting of this character as the attendance to-day is from too wide a scope of territory. I am sorry to relate that as a rule too little importance is attached to these local meetings. Where there are possibilities for prosperous times with the grain dealers and crop prospects are flattering, money can be made if the crop is handled properly. If otherwise it will result in a loss of energy time and money. Past experiences of those in other states that have organizations have demonstrated the fact that uniform methods and a pull together gives best results. A thorough understanding as to these essentials cannot be had without a conference and a meeting of those interested, hence if you stay away from the local meetings it is your loss as much as a loss to the other dealers. When a local meeting is called in your vicinity it is the duty of every member of this association to attend. We can hardly expect the non-member dealers to attend if our members will not. The most successful results cannot be accomplished without the successful co-operation of all. Do not think only of your own convenience and remain at home believing your neighbor will attend and tell you all about it. Come yourself, put your shoulder to the wheel and help push dollars—that will result—into your pocket. No fully attended meeting of any division of this association has ever adjourned without accomplishing some good. Some meetings fail to accomplish what is desired because of the absence of some one or two. A conference that might have resulted has often weakened by someone remaining away. Your absence is even considered by others as evidence of indifference to progress. It also leads to the belief that you are troubled with a guilty conscience; even if you are, come out, as an honest confession is good for the soul and ease to the mind as well. Then again, when you are preparing to attend these local meetings it is your duty both to the association and yourself to see that your neighbor and competitor are there also.

In the matter of payment of your dues, I have found that there are a great many

when a statement is rendered, that lay it aside unheeded and I regret to say that when our bills for the dues payable on April 8 were sent out, there was a list of about seventy-five who did not respond for about thirty days. With some of these it required a third, fourth, and fifth notice, and then I was obliged to make drafts upon them with the result that some are yet unpaid and some were returned unpaid and up to this time have not given any reason therefore. In some instances I found that the members had sold out their business and not reported the same to me. Others had grievances that they were keeping quietly to themselves and using this as an excuse in their own mind for not paying up. If you have a grievance report it promptly so that it can be fully investigated and you can thereby receive the benefits of the association that are due you. You can readily see that this neglect upon your part is not only annoying to the secretary but is quite an additional expense in the matter of postage and also time taken from my other duties. Another matter of expense that goes into collection of dues by drafts is the exchange. This the members should pay themselves and not expect the association to take their dues at a discount. One member made the serious objection in his mind that as there were over 800 dealers in the state, he did not see what the association was going to do with \$8,000. In the first place we have not 800 members and in the second place it is costing us considerable money in postage, printing, advertising and traveling expenses to say nothing of the secretary's salary and stenographer, to organize the unorganized parts of the state. I think we are to be congratulated on the fact that although we have been organized less than six months, we have been able to do as much effective work as we have. And had it not been for the fact that some of our members had paid more than the requirements of the constitution and by-laws at the time of joining, our resources would have been far less than the requirements. Owing to the fact that this is not an annual meeting and the pressure of business, I have not been able to prepare a detailed statement of our financial condition, but will say for the benefit of the brother above referred to that we have a good place for every dollar we have in sight and that can be obtained from new members for the next year to come.

In the matter of correspondence, the work of the secretary would be greatly facilitated if some of you would be more prompt in answering letters and in some cases enter into the details in the start rather than withhold them for future correspondence. In this same connection I might here state that I have had frequent complaints from some receivers in regard to grievances that the shippers have had with them when grain had not turned out as they expected and had consequently left a balance in favor of the receiver. One instance, I now recall, a shipper had several cars of oats go wrong and ordered them reshipped to another market. The weights fell short and on account of being off grade, the difference amounted to some \$200. The receiver notified the shipper of the fact with a statement and a second one. To this there was no reply, and when one day one of his representatives called upon the shipper and explained the matter to him the shipper remarked that it was all right; upon returning home he reported the matter. The house made draft upon him for the balance, the draft was returned and upon being asked for an explanation, said that the amount was not correct. Would it not have been better when the first statement was sent to have reported the deficiency and thereby saved all the controversy and subsequent feeling that there had been ill treatment by both parties?

In taking up the matter with the receivers in some markets of confining their business to regular grain dealers I have been confronted with the proposition that "we are willing to co-operate with you and your organization in this matter provided your members when selling in our market confine their business to the regular receivers and not break through the ranks of the middleman and sell direct to our customers, the consumer." This is a fair proposition and one that should receive the consideration of every shipper in the state of Indiana, who believes in justice to parties engaged in regular business channels. In my position as your secretary, I am forced to admit that if we desire success in our organization we must maintain the friendship and support of the

receivers. A great many of the country shippers have ideas that they are a class of men who desire to take the advantage of them whenever it is possible to do so, and very frequently unjust complaints are made and in justice to all we must decide in favor of those that are in the right, regardless of the fact that at times our decision is against one of our members. Our association stands for right and unless a shipper or receiver can support us and live up to our rules when he is in the wrong, it is better that he be not listed as one of our members.

In the matter of arbitration we have adopted this as the only possible way of peaceable adjustment of differences. In this manner it is considered to be above price to those who conscientiously desire fair play. It has been demonstrated by results in Texas and Iowa where arbitration has been more in vogue in association work, that it is a success, promoting the interest of both the selling and buying of grain and grain products. The buyer feeling that he has recourse on all association men when there is a failure to comply with their contracts and the seller has the same assurance when he deals with an association man. This state of things did not exist prior to the arbitration feature. Now we have the certainty of settling differences at a nominal cost entirely satisfactory to all right thinking men, but in the past we had to submit these matters to the courts of our country, which were frequently slow and not as able to decide them as a committee composed of men conversant with the rules and customs of the grain business. At this point I call your attention to a bulletin recently issued by Secretary Dorsey of the Texas Grain Dealers Association, in which he notes members who have been expended and suspended under three different heads; refusing to arbitrate, failure and refusal to abide by results of the arbitration committee and suspension for non-payment of dues. President J. P. Harrison of Sherman, Texas, in commenting upon this bulletin says in part as follows: "I can understand how through negligence and inattention to notices a good man could overlook the payment of his dues to the association until suspended from the list of active membership. I might, too, with a vivid imagination conceive how it could be possible for other men not quite so good to permit their names to be dropped from the rolls through failure or refusal to submit a case to arbitration, but it is incomprehensible to me that men could hold their honor to be so cheap a thing as to besmirch it by a refusal to abide by the decision of an arbitration court, to a trial by which they as members had submitted with the pledge of abiding by the decision. To the class last named by Secretary Dorsey, I desire to go on record as saying that in permitting your names to be suspended for non-payment of dues without having taken prompt steps to have your membership reinstated, you align yourselves with that dangerous class, which for value received, glibly promise to pay anything and which on maturity without response of any sort, placidly allow this paper to go to protest. I dare say you feel greatly aggrieved when advised by wire that payment of your draft for a car of stuff has been refused and doubtless in language more forcible than polite, express your contempt for the man who after obligating himself to pay on demand, refuses to do so. A failure to pay your dues is just as much a violation of contract as would be the failure of one of your customers to pay your draft for a car of grain which payment on presentation had been promised. Of the two a failure to pay your dues is much more despicable in that it is petty. In commenting upon that class of suspensions, the case of refusal to arbitrate, they are pledged to arbitrate when it should be required of them upon joining the association. Their refusal to do so therefore brands them as liars. Moreover, such a refusal is not far removed from an admission of guilt.

As to those compound liars, that third class which submits to arbitration and then refuses to abide by the decision of the arbitration court, I marvel that it has for so long kept out of the penitentiary. As a respectable body, the association should felicitate itself for having gotten rid of these moral lepers.

In conclusion, members of the Indiana Grain Dealers Association and all regular dealers in the state, I trust you will consider the point brought to your attention in this paper, seriously with a view to upbuilding the grain trade and placing those connected with the association in a light that their membership will stand for honor and honesty.

After the reading of the report, President Wolcott suggested that time be taken for general remarks, as some wanted to leave on early trains.

Mr. Ryan suggested that, if it was not too expensive, the association procure a better hall for future meetings, as it was very hard to hear the speakers even nearby.

It was moved that "Dues be paid semi-annually in advance, and that the secretary be instructed to make draft for the amount in case it is not paid in ten days, and the party on whom the draft is made be compelled to pay the expense of the draft." The motion was carried.

Mr. Sampson: The Illinois association is going on a special train to the Memphis meeting of the National Association in October and take about 600 members. I think we as Indianians ought to do as well as the Illinois people and we ought to go to that meeting at least 600 strong.

The meeting adjourned.

SIDE NOTES.

One man from Illinois—J. W. Cryder of Brocton.

One man from Michigan—Wm. Carson of Carson, Craig & Co.

Secretary Stibbens of the National Association met every dealer.

Cincinnati was represented by Henry W. Brown and P. M. Gale.

Evansville was represented by John F. Courier of W. H. Small & Co.

A. E. Reynolds, of Crabb & Reynolds, distributed rubber-tipped lead pencils.

The Indiana Millers Mutual Fire Ins. Co. was represented by Secy. E. E. Perry.

The Grain Dealers Journal was represented by Charles S. Clark and Victor Nelson.

H. P. Harpstrite of the Maroa Mfg. Co., exhibited a working model of the Boss Car Loader.

Archie Dennis received a consignment of wheat and garlic from Maryland, which he exhibited on 'Change.

Two Baltimore firms represented—G. A. Hax & Co., by A. A. Kuhl, and Louis Muller Co., by A. R. Dennis.

Chicago firms were represented by W. M. Hirschy, with E. W. Wagner; F. E. Weeks, with Goemann Grain Co., and White, with the Richardson Co.

The Fairbanks-Morse Co. was represented by Wm. Pullen; Huntley Mfg. Co., by A. S. Garman; Invincible Grain Cleaner Co., by J. N. Bacon, and Marseilles Mfg. Co., by M. A. Greer.

The score—Cryder 10—565; Keller, 150; Kuhl, 150; Morrison, 175; White 0—35; Hodge, 510; Hirschy, 75; Stibbens, 10—545; Dennis, 0—515; Thomson, 75; Clark, 75; Sale, 0—510; Fallis, 150.

The meeting hall has no acoustic properties. Even the speakers could not hear the sound of their own voices. Naturally Tom Morrison got badly muddled and sat down long before he had finished talking.

A number of the dealers sought the handsome new quarters of A. W. Thomson in the Ingalls Building. His offices are equipped with every convenience found in offices of up-to-date brokers and every facility is provided for the rapid transmission of information to his patrons.

The Toledo delegation was unusually strong and active. It included Chief Grain Inspector E. H. Culver; J. C. Fallis; A. Guitteau, representing W. H. Morehouse & Co.; J. Hodge of Paddock, Hodge Co.; F. W. Jaeger of J. F. Zahm & Co.; J. C. Keller, with C. A. King & Co.; C. Knox, representing Reynolds Bros.; J. A. Rice, representing Paddock,

Hodge Co., and Dave Wallace, the Seed Inspector.

It was impossible to tell the bucket shops from legitimate brokers. The Board of Trade officials make no distinction, and it is not known that they care. It would seem that a regularly organized Board of Trade would prefer not to house illegitimate brokers.

Joe T. Gehring of the Cleveland Grain Co., told a most incredible story regarding the antics of windstorms at Farmer City, Ill. He maintained that a windstorm blew an elevator off its foundation, where it laid until another windstorm came along from the opposite direction and blew it on again. Joe attended both sessions of the meeting.

Among the dealers present were I. A. Adams, Bunkerhill; C. B. Appleby, Scircleville; S. D. Bailey, Wanatah; E. W. Ball, Rushville; J. Barnes, Whitestown; W. H. Barker, South Bend; C. S. Batten, Morristown; W. T. Besser, Green Castle; F. Branch, Martinstown; O. G. Carter, Goldsmith; W. E. Christie, Amo; H. C. Clark, Colfax; A. B. Cohee, Bringham; H. L. Combs, South Whitley; M. L. Conley, Frankfort; B. F. Crabbs, Crawfordsville; M. Cutsinger, Edinburg; C. W. Davis, Edinburg; W. T. Davis, Coatesville; J. M. Dunlap, Franklin; W. H. Dunn, Mt. Comfort; C. G. Egly, Berne; E. M. Fisher, Needham; W. B. Foreman, West Point; G. W. Friday, Idaville; H. A. Freeman, Waynetown; W. S. Fries, Greenfield; J. D. Fritch, Frankfort; E. Gentner, Fortville; P. E. Goodrich, Winchester; H. G. Harting, Elwood; J. S. Hazelrigg, Cambridge City; H. Kerlin, Delphi; C. Loughry, Monticello; A. T. Martin, New Castle; L. Mayer, South Whitley; S. A. Miller, Mulberry; T. A. Morrison, Kokomo; J. E. Morrison, Lebanon; L. Murphy, Zionsville; J. R. Mutz, Edinburg; B. Price and A. E. Reynolds, Crawfordsville; C. B. Riley, Rushville; J. Ross, Lafayette; J. W. Sale, Bluffton; C. F. Seward, Oakford; J. K. Schalk, Anderson; J. C. Sellars, Darlington; J. T. Sims, Stockwell; E. K. Sowash, Middletown; R. S. Stahl, Thorntown; B. Taylor, South Raub; S. Taylor, Montmorenci; M. B. Vannice, Danville; E. G. Vernon, Anderson; A. B. Watkins, Lincoln; D. R. Webb, Edinburg; J. Wellington, Anderson; T. B. Wilkinson, nightstown; E. H. Wolcott, Wolcott; G. C. Wood, Windfall, and J. Young, Michigantown.

Hay exports during the eight months ending Mar. 1, 1902, amounted to 119,694 tons, valued at \$2,031,371; compared with 57,800 tons, valued at \$911,584, exported during the corresponding eight months of 1900-1901.

Eternal vigilance is the price of success in operating a gasoline engine. Close daily inspection will reveal wear and corrosion in time to make adjustments and repairs before the engine stops or breaks down.

John D. Shanahan, secretary of the Chief Grain Inspectors National Association, has issued a circular advising the chief inspectors of the acceptance of Memphis' invitation to hold the annual meeting of the association at that city.

The use of air suction floating elevators seems to be increasing in Europe. From time to time I have noted new ones that have gone into commission. The Hamburg machine shops are now building a new pneumatic elevator for the firm of C. Tiedemann.—K. Smith in the Northwestern Miller.

GRAIN CARRIERS.

Freight handlers at Chicago to the number of 9,000 are on strike.

New York City aldermen have appropriated \$1,000,000 in addition to \$5,000,000 already authorized, for improvement of docks.

The Arkansas Valley & Western Railroad will build 140 miles of road from Tulsa, I. T., to Enid, Okla. J. P. Woolsey, president, Perry, Okla.

The extension of the Minneapolis, St. Paul & Sault Ste. Marie Railroad from Braddock to Bismarck, N. D., 40 miles, is to be completed by Aug. 1.

Lake rates on grain, coal and lumber continue low. The steel trust is paying 60 to 80 cents on ore, the only redeeming feature, tho the trust could easily get a lower rate.

A hearing on the cancellation of the licenses of the striking tugmen is being held at Chicago and Cleveland by the government inspectors. The attorneys of the tug trust are assisting in the prosecution.

The differential granted Baltimore endured only until the Buffalo-New York lines heard of it. The latter promptly cut their rate. The new rates which are now in effect are: For wheat and flax, 3.9 cents per bushel; corn and rice, 3.7 cents; barley, 3.4 cents; oats, 3.2.

For twelve days the steamer Harlem tried hard to unload 95,000 bushels of wheat at Milwaukee. The captain gave up the attempt, and took a run to Chicago, where the grain was to be elevated on cars and shipped by rail to the Cream City. The grain came from Duluth consigned to B. Stern & Co.

Proprietors of terminal elevators are about to lose a privilege which they have enjoyed so long it has become almost a vested right. Under the per diem system of paying for the use of cars the elevators will be able no longer to hold cars on track for weeks without cost to themselves.

The Senate has passed the bill doing away with the London dock charges imposed on shipments from America, and prohibiting the transportation company from inserting in the bill of lading for export, any clause whereby it shall be relieved of liability for loss resulting from its negligence in proper loading or delivery.

To fight the railroads south from Kansas City the roads running east to Chicago have met the cut in the rates to New Orleans and Galveston. The rate to gulf ports is 12 cents and the new rate to Chicago is 7 cents. Deducting the usual differential of 5 cents the St. Louis lines receive only 2 cents for the haul across the state of Missouri, to which they strenuously object.

While the demurrage charge of \$1 per day after 48 hours is perfectly proper it should be understood by the railroads that it will involve an obligation on their part to furnish cars promptly when ordered. A fair degree of reciprocity must obtain. It will be difficult to enforce a demurrage charge after the expiration of 48 hours if a shipper has been kept waiting from 5 to 10 days for a car after his shipment was ready and the car ordered.—Railway Age. That is fair and reasonable.

Another wail comes up from New York on account of the loss of export grain trade. Buffalo understands what is the trouble and New York knows as

well as it cares to know. It used to be said that Buffalo was to blame for all the trials of the New York grain route, but when it happens, as it does to-day, that grain is openly handled for canal shipment entirely free, and is suspected of being handled very much the same way through some of the elevators for rail shipment New York has nothing to do but look to home for diversion based on overcharging. She will find it all there.—J. C.

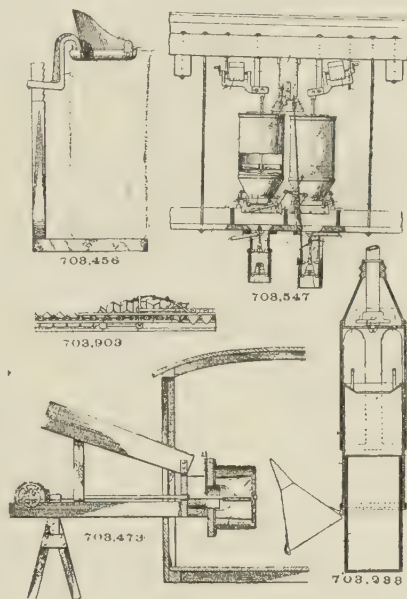
PATENTS GRANTED

Martin C. Schwab, Baltimore, Md., has been granted letters patent, No. 702,115, on a conveyor.

Frank L. Nichols, Brooklyn, N. Y., has been granted letters patent, No. 702,375, on a gas engine.

Francis M. Chappel, Newnan, Ga., has been granted letters patent, No. 702,626, on a baling press.

John E. Mitchell, St. Louis, Mo., has been granted letters patent, No. 702,312, on a dust collector.



John H. Cook, Brooklyn, N. Y., has been granted letters patent, No. 702,408, on a conveyor for sacks.

Nils Nilson, Wayzata, Minn., has been granted letters patent, No. 702,463, on an automatic weighing scale.

Clarence O. White, Minneapolis, Minn., has been granted letters patent, No. 702,895, on a sparking device.

J. S. Rogers, New York, N. Y., has been granted letters patent, No. 702,246, on an internal combustion engine.

James Higginbottom, London, Eng., has been granted letters patent, No. 702,212, on a wheat washing machine.

John Hutchings, Camberwell, Eng., has been granted letters patent, No. 702,797, on means for starting gas engines.

Thomas Haynes, Jr., Radcliffe-upon-Trent, Eng., has been granted letters patent, No. 702,552, on a malt kiln.

Joseph W. Parkin, Oxford, Pa., has been granted letters patent, No. 702,469, on a carburetor for explosive engines.

Cadwallader W. Kelsey, Philadelphia, Pa., has been granted letters patent, No. 701,891, on an internal combustion engine.

Paul Eberwein, Jackson, Mich., has been granted letters patent, No. 703,124, on a dust collector.

Trueman C. West, Hattiesburg, Miss., has been granted letters patent, No. 703,688, on a baling press.

Samuel E. Poole, Randolph, O., has been granted letters patent, No. 703,463, on means for starting explosive engines.

Frank A. L. Sneckner, Coscob, Conn., has been granted letters patent, No. 703,157, on a starting mechanism for gas engines.

Christian H. Larson, Chicago, Ill., has been granted letters patent, No. 701,898, on apparatus for collecting and settling dust.

John Saltar, Jr., Philadelphia, Pa., has been granted letters patent, No. 701,944, on an exhaust valve for internal combustion engines.

Everett B. Cushman and Leslie S. Cushman, Lincoln, Neb., have been granted letters patent, No. 703,695, on a two-cycle gas engine.

Alfred J. Webster, Columbus, O., assignor to Joseph A. Jeffrey, Columbus, O., has been granted letters patent, No. 702,894, on a conveyor.

George Gibbs, Canon City, Colo., assignor to S. H. and S. V. St. John, has been granted letters patent, No. 703,724, on an explosive engine.

Jos. Lizotte, Quincy, Mass., assignor of one-half to M. N. Bray, Boston, has been granted letters patent, No. 703,937, on a vaporizer for explosive engines.

James F. Hobart, Brooklyn, N. Y., assignor to Clarence F. Wyckoff, Ithaca, N. Y., and James R. Chisholm, New York, has been granted letters patent, No. 702,430, on an internal combustion engine.

Frederick R. Payne, Powers, Mich., has been granted letters patent, No. 703,456 (see cut), on a bag-holding device. A standard supports a semi-circular frame having seats or depressions in its upper surface, into which the edge of the bag is crowded by a clamp.

David S. Cook, Sellersburg, Ind., has been granted letters patent, No. 703,547 (see cut), on a weighing machine. The vertical spout has a double mouth opened alternately to fill the two weigh boxes, which, with their valves and discharge apparatus, are duplicates of one another.

James M. Dodge, Philadelphia, Pa., assignor to the Link Belt Engineering Co., has been granted letters patent, No. 703,903 (see cut), on a discharge device for conveyors. The buckets are pivoted on the chain so as to swing laterally. The buckets are tipped when a projection on one side engages the curved guide.

Jas. L. Roberts, Pontiac, Ill., has been granted letters patent, No. 703,473 (see cut), on a car-loader. The grain is spouted into a hopper from which it flows thru an opening into the hood containing a revoluble shovel comprising a pair of heads, and blades connecting the heads, one of the heads having an opening thru which the projecting spout discharges. Power is applied to the shovel by shaft and bevel gear.

Jas. J. Brown, London, Eng., has been granted letters patent, No. 703,233 (see cut), on an apparatus for sampling grain or seed. A sample bag is held open within the case by a cylindrical stretcher. At one end of the case is a removable pointed bottom, hinged, and at the other end a handle which is adapted to partially rotate within a cover that incloses the case. The cover slides up and down over the case so as to open and close the upper end.

GRAIN TRADE NEWS.

CANADA.

The Ogilvie Milling Co. is building an elevator at Dunrea, Man.

The Western Elevator Co. and McCulloch & Harriott of Souris, Man., will build elevators at Pipestone, Man.

Canadian Pacific Elevator A at Fort William, Ont., has had to be enlarged to permit of handling the large new 40-ton cars.

W. L. Parrish, Winnipeg, Man., June 29: The weather still continues favorable for crops and they are making good progress.

The Grand Trunk Railway and the Harbor Commissioners of Montreal on July 2 signed an agreement for the construction of a grain elevator.

A large delegation of grain men from St. Paul, Minneapolis, Duluth and Chicago visited Winnipeg, Man., June 28, and went west as far as Prince Albert.

An elevator at Pipestone, Man., belonging to the Northern Elevator Co. and containing 5,000 bushels of wheat, on June 23 was completely destroyed by fire.

Those interested in the Binscarth Farmers Elevator Co. recently incorporated at Binscarth, Man., are Benjamin Murray, R. J. Hogg, P. J. McIntosh and others.

John Wake is building a new elevator at Minnedosa, Man., and the Ogilvie Elevator at the same place is being repaired. The Ogilvie Co. is planning to build an elevator at Basswood.

A. B. Ellis and W. S. McLaughlin contemplate erecting several 25,000-bushel elevators in the Canadian west this season. Two of them will be built at White-wood and Sinteluta, E. Assa.

The Purvis Farmers Elevator Co., Ltd., has been formed to build and operate a 40,000-bushel elevator at Purvis, Man. President, D. Christie, and secretary and treasurer, S. B. Lynnes.

The farmers in the district surrounding Russell, Man., are negotiating for the purchase of Andrew Setter's elevator at that point.

D. Horn, chief grain inspector, reports the inspected receipts at Winnipeg, Man., during the nine months prior to July 1 as 52,748 cars, against 15,168 cars for the corresponding months of 1900-1. In bushels the quantity of the various grains was: Wheat, 41,073,000; oats, 3,432,000; barley, 256,000, and flaxseed, 146,000.

The Truesdell Elevator Co. has been incorporated with \$100,000 capital stock to operate elevators in Assiniboia, Canada. Incorporators: J. E. Truesdell, T. G. Winter, L. G. Truesdell and T. A. Brann. Messrs. Winter and Truesdell have been connected with the Winter & Ames Co. at Minneapolis, but the new company will be entirely independent of the old, although for a time its offices will be in Minneapolis.

Proposed amendments to the by-laws of the Winnipeg Grain Exchange are: To increase the present entrance fee of \$250 to \$500. To limit the membership in the exchange to 400 seats. To increase the associate membership fee from \$10 to \$100 for two months, and then to cease creating any further associate member-

ships. On Jan. 1 next to make the annual dues of \$20 apply on all memberships, active and associate, or non-active.

CHICAGO.

July has always been a good month for fireworks.

Many corn shippers have visited Chicago recently.

The new contract of "Standard Oats" went into effect July 1.

Geo. H. Phillips has established a New York office at 16 Beaver street.

July 1 was a red letter day for the grain scalper, relieved of the war tax on trades.

E. H. Phelps and George Milmine have retired from the firm of Milmine, Bodman & Co.

Geo. F. Stone, secretary of the Board of Trade, fell from his horse recently and was severely bruised.

W. P. Anderson, for 17 years with Norton & Switzer, has engaged in the grain business on his own account.

Three cars of new oats from Oklahoma, the first of the season, were received July 7 by Richardson & Co. Two graded No. 3 white and one car No. 3.

The county attorney has brot suit against the National, the Munger-Wheeler, the Sibley and the Chicago-O'Neil Elevator companies to recover \$41,087 of back taxes.

The Board of Trade directors have made all the old elevators regular and added three others, the Nebraska City, Peavey "B" and the Chicago & Alton "B," to the list.

B. F. Traxler of Baker & Traxler, who has been living in Leavenworth, Kan., recently decided he would prefer to live in the North Shore suburbs, so has moved his family to Evanston.

The Board has a "Private Way" of its own. At least, it is so tagged. Persons who fall over the iron and refuse stored in the passageway will be considered trespassers and dealt with accordingly.

While working in Elevator B of the Illinois Central Railroad Co., June 26, John C. Carlson, a millwright, fell through the shaft, a distance of seventy feet, to the ground and was instantly killed.

Chicago buyers of privileges good only in the Milwaukee market have been caught by attempting to trade against the puts and calls in the Chicago market. One day when the Milwaukee corn market closed just under calls the Chicago market was a full cent higher.

Improvements in the north branch of the Chicago River are making that stream more of a factor in the trade. The largest steamers will be able to turn in a basin two miles up the stream; and the St. Paul Railroad is putting in a steel bridge that will swing clear of the river.

Lightning struck the cupola of the unused plant of the American Malting Co. in Leavitt-st., on the afternoon of July 8, igniting the woodwork. Before the firemen could control the flames, the four upper stories of the main building and the top floor of the annex were destroyed, causing about \$9,000 damage to building and contents.

A. V. Booth & Co. posted a notice on the Board of Trade June 23, asking all members having trades with them to check them at once, on account of the sudden disappearance of John J. Gardner, one of their employes and a member of the board, who is suspected of unfair dealings. Later Mr. Gardner's membership, which belonged to Booth & Co., was posted for transfer.

Alexander Geddes, for 30 years connected with the grain trade at Chicago, died July 1 at his Scotland estate of a general collapse of the nervous system. He was afflicted with stomach trouble and bright's disease. He emigrated from Scotland to Montreal in 1860, afterwards removing to Milwaukee and to Chicago, where he formed the Board of Trade firm of Alexander Geddes & Co. In the early '70s he gained a fortune by successful manipulation of the barley market. He is survived by his wife, son and two daughters.

After conferring with the underwriters the grain men have abandoned the plan for a clearing house as impracticable, since the manager of the clearing house would have to be commissioned as an agent for each of the companies. The agents made it clear to the grain men that the apparent lack of insurance was due to the neglect of Board of Trade people who do not cancel their insurance when they sell grain. The matter may be brot before the directors of the Board of Trade with a view to obtaining a rule against holding insurance when not needed.

The grading of corn at Chicago is being watched by a committee of the Illinois Grain Dealers Association consisting of H. N. Knight, H. C. Mowry, Geo. A. DeLong, Thos. Costello and A. W. Lloyd. By circular the association has requested all Illinois members to advise the committee at its Chicago headquarters, 77½ Traders building, of the quantity of corn that can be shipped by July 25. With No. 2 corn selling at 20 cents above the price of No. 3 shippers can make a handsome profit for the trouble of picking out damaged cars, running thru cleaners and elevating a few times. Advise the committee of car numbers and commission firm consigned to as fast as loaded.

Owen H. Roche, well known among Board of Trade men, was stricken with apoplexy, June 27, while at his office. Doctors were summoned and he was removed to his home, but no hopes of his recovery could be given, and the next morning he passed away. Mr. Roche came to Chicago in 1872 and almost immediately entered the grain trade. During the period from 1880 to 1890, as senior member of the firm of Roche & Andrews, he was one of the leading speculators on the board, at one time making \$50,000 in a single hour. Roche, Sherwin & Co. succeeded Roche & Andrews and later Mr. Sherwin retired and Mr. Roche assumed entire charge. Mr. Roche was a generous, warm-hearted man, always ready to help a friend in need, and a great lover of all sports, especially hunting, in which despite his advanced age, 65 years, he often indulged. He leaves a widow, but no children.

The rules committee of the Board of Trade has prepared the following rule to be voted upon by members in a few days: Free telegraphic or telephonic communication, or the payment by a member of this association of telegraphic or telephonic tolls on messages passing between such member and the customer of that member, shall not be deemed a violation or evasion of this rule when

such messages solely relate to and are pertinent to the transaction of business between such member and his customer. But the giving directly or indirectly the free use of wires or any telegraphic or telephonic facilities by a member of this association for any other purpose or use whatsoever than as herein specified shall be deemed a violation or evasion of this rule. The payment by a member for the delivery by a telegraph company of the quotations of this board at intervals of not less than fifteen minutes to his customer shall not be deemed a violation or evasion of this rule.

ILLINOIS.

E. Harvey is building an annex to his elevator at Lomax, Ill.

B. D. Jones, Manhattan, Ill., will put in a 12-h.p. gasoline engine.

The Murray Elevator at Savoy, Ill., is nearly ready to receive grain.

Mr. Pickard has purchased the elevator of Coon Bros. at Rankin, Ill.

The Neola Elevator Co. is erecting a large elevator at New Lebanon, Ill.

E. Jennings, grain buyer at Gays, Ill., has begun to build a small elevator.

Leon Uzier, Manteno, Ill., June 27: We have a pretty good show for corn.

John Minnerly is working for A. K. Marsellus in his elevator at Meriden, Ill.

Merritt Bros. & Co. are overhauling and enlarging their elevator at Garfield, Ill.

The Kirkpatrick Grain Co. has made improvements on its elevator at Rantoul, Ill.

The New Holland Grain Co. of New Holland, Ill., contemplates putting in a dump.

The Hazenwinkle Elevator at Heyworth, Ill., is being repaired and repaired.

Risser & Rollins have bought the elevator at East Lynn, Ill., of the Davis Elevator Co.

Gooch Bros. of Bellflower, Ill., will remodel their elevator and install new machinery.

William McClune has bought an elevator at Mt. Auburn, Ill., and will make his home there.

The Zorn Grain Co. has bought the elevator at Ogden of James M. Mahan of Mansfield, Ill.

The Burlington Elevator Co. of Peoria, Ill., has increased its capital stock from \$65,000 to \$75,000.

The Valier & Spies Milling Co. is constructing an elevator for storage purposes at Peters, Ill.

E. J. Rapp recently took a trip from San Jose to New Holland, Ill., to inspect his elevator at that point.

C. E. Jurz, Frankfort, Will Co., Ill., June 27: Corn will make an average crop with favorable weather.

Elmore & Lemmon of Nebo, Ill., have purchased the plant and grain business of J. C. Price & Co., Pegram, Ill.

Wm. Schumacher, Dwight, Ill., June 27: Corn and oats promise very good; too much water north of Wilmington.

C. J. Meyer is building a 24x36 and 50-foot high elevator at Peotone, Ill., on private ground. He has no switch. Scooper.

Gulshen & Craven of Odell, Ill., will substitute rubber belts for chain drives on elevators and put in larger cups, also a grain cleaner.

The Zorn Grain Co. of Louisville, Ky., has purchased the elevator and grain business of H. J. Puterbaugh at Mackinaw and Lilly.

Risser & Rollins are making several improvements on their elevator at Cheneyville, Ill., and have built a new lumber shed and cob house.

Eastburn & Caldwell have succeeded A. M. Eastburn in the grain and coal business at Eastburn, with post office at Sheldon, Ill., R. F. D. No. 2.

B. T. Railsback is nearly ready to begin work on his new elevator at Delavan, Ill., which will have twice the capacity of the one he has torn down.

Rogers, Bacon & Co. have partially rebuilt and repaired their elevator at Harper, Ill., which was badly damaged by the wind storm of June 10.

Before fall the elevator belonging to the Northwestern Elevator & Grain Co., at Manlius, Ill., will be enlarged to twice its former size and capacity.

Carrington, Patten & Co. are having their line of elevators overhauled and repaired. The carpenters are now at work on the elevator at Henning, Ill.

The elevator at Hahnanma, Ill., is being repaired. Among other things, a screw conveyor from dump to elevator replaces the old belt conveyor.

Bentz & Bender of Nokomis, Ill., have bought the grain business of Chas. Hauck at Raymond, and July 1 took possession, with Wm. F. Bentz as manager.

B. H. McFadden of Havana, Ill., was in Chicago this week and reported the wheat crop to be the largest in four years. Corn planted late, but condition is good.

Schultz, Baujan & Co., who have recently completed an elevator at Browning, Ill., are building another at Beardstown, Ill., paying \$6,000 for the one at Mackinaw.

The Henderson Elevator Co. has leased the elevator at Bone Gap, Ill. The company is also having large dump cribs erected at Shilo and Windsor for storing corn.

Morrison & Grindley of Claytonville, Ill., have placed with the Weller Mfg. Co. their order for elevator machinery, which includes an improved Hall Distributor.

C. H. Horn, who quit the grain business at Crete, Ill., last year, is still receiving bids. H. J. Sternberg has the only elevator at the station and is the only one entitled to bids.

The Neola Elevator Co. has purchased the elevator at Oregon, Ill., of H. C. Peek & Son. Carl Peek will remain manager for the Neola Co. and H. C. Peek will probably travel for his health.

F. C. Bateman, Bellflower, Ill., July 5: Crops look fine; corn hip high; oats have straightened up considerable since the recent storm, and with good weather from now on will make a good crop.

The new elevator which Pratt & Pratt have recently completed at Swan Creek, Ill., has a capacity of 30,000 bushels, and a 6-h.p. gasoline engine furnishes the power. C. L. Grimsley is manager.

A 30,000-bushel elevator at Snycarta, Mason Co., Ill., owned by Smith, Hippen & Co., was struck by lightning June 29, and destroyed by resulting fire. About 1,500 bushels of grain also were burned.

The Mattoon Elevator Co. has nearly completed its elevator at Gays, Ill., where A. M. Blythe is local manager. The company will have an opening soon and has offered several prizes for the largest and best loads.

A chief weighmaster for the public elevators at East St. Louis, Ill., has been appointed by the Illinois State Railroad and Warehouse Commissioners. B. T. Bradley is the chief, and he will have 5 assistants.

Bentz & Bender, Nokomis, Ill., June 30: Oats badly down and should it continue wet many of them will be lost; much corn under water, but not badly blown down; have exported the chinch bugs, hardly one left to tell the story.

Sumner Bros., Milford, Ill., who are building a steel elevator, will erect several tile storage tanks, with a combined capacity of 100,000 bushels. This is the first fireproof plant to be erected at a country station.

Carrington, Patten & Co. will succeed Bateman & Noble Bros. at Bellflower and Kumler, Ill. A. T. Hornor will remain in the employ of the new firm at Kumler and F. C. Bateman will for a time have charge at Bellflower.

John H. James will tear down his old elevator at Ursa, Ill., and replace it with a new and larger structure, which will have a capacity of about ten carloads and be run by a gasoline engine. George McAdams has an interest in the new building.

The elevator which the Chicago, Milwaukee & St. Paul railroad is building at Kirkland, Ill., to be occupied by John McQueen, is completed. The building is 84x44 feet at the base and 97 feet high. It contains twenty bins, each 12x14 feet and 50 feet deep.

The Fulton Elevator at Fulton, Ill., which was purchased last spring by E. A. Brown of Luverne, Minn., of Post & Morrell, is receiving a thorough overhauling, preparatory for the next season's work. The house is operated by Mr. Brown as a barley cleaning and mixing house.

The Tuscola Grain and Coal Co., having an elevator at Tuscola, Ill., and the Hayes Grain and Coal Co., having an elevator at Hayes are doing a scoop shovel grain business at nearby points, much to the detriment of the regular dealers at those stations. Mr. Collins is manager of both companies.

We are indebted to R. C. Grier, secretary of the Peoria Board of Trade, for the 32d annual report of the trade and commerce of the city of Peoria, Ill., for 1901. The book contains a list of members and a statement of the receipts and shipments of various commodities over 12 lines of railway entering Peoria.

Mabel Dewey, the daughter of a wealthy grain merchant of Mazon, Ill., was drowned July 3 while out in a row boat. The creek upon which she and her companions were was swollen by the recent rains and in attempting to pass under a bridge the boat caught and capsized, and Miss Dewey was swept away by the current.

The 25,000-bushel elevator belonging to Risser Bros., which was burned not long ago at Tucker, Ill., contained about 8,000 bushels of oats and 2,000 bushels of corn. The loss on building and grain amounted to some \$6,000, which was fully covered by insurance. The house will be replaced by a fire proof steel elevator.

We regret to report the death of Wm. Brownback, junior member of the firm of Brownback & Ballet of Edinburg, Ill., son of W. H. Brownback, prominent among grain men. Wm. Brownback was drowned accidentally in the north fork of the Sangamon River, being caught in a whirlpool after going over a dam in a boat, Sunday, June 22. This records the untimely death of an upright, manly young man, with bright prospects for the future.

Gustav F. Kersten, having completed his twenty-fifth year with Rosenbaum Bros., has severed his connection with the

firm to engage in business for himself as a country shipper. Becoming weary of the continual strain of Board of Trade life, Mr. Kersten has bought the Marsh & Wood elevators at Plainfield and Wolfs Crossing and the Wheatland Elevator Co.'s plant at Normantown. Mr. Kersten will take possession July 14. The style of the new firm will be Kersten & Smiley, with headquarters at Plainfield.

INDIANA.

S. B. Bailey will build a 40,000-bushel elevator at Wanatah, Ind.

Shirk & Haskitt of Hoover, Ind., intend to reroof their house.

E. L. Carroll of Decatur is building an elevator at Curryville, Ind.

Guy Orr, Matthews, Ind., July 3: Rain has damaged crops but little.

Henry Haase of Mahalesville, Ind., has no facilities for handling grain.

Newby Bros. have erected a new elevator at Nora, Ind., on the Monon.

Studebaker, Sale & Co. are building a new elevator at Van Buren, Ind.

Murphy & Ryburn, Glenwood, Ind., July 5: Crop conditions are good.

J. A. Neal & Co. have placed a new boiler in their house at Peru, Ind.

Julius Kerbaugh is building a 13,000-bushel elevator at Jamestown, Ind.

R. L. Crowell is having a foundation put under his elevator at Raber, Ind.

Harris & Gilbraith and North Bros. of North, Ind., are identified with scoop shovelers.

J. S. Barnes, Frankfort, Ind.: Corn, oats and wheat O. K.; better than ever known before.

S. S. Bosserman has purchased and will operate the elevator at La Porte, Ind., of Lorig & Weber.

Jas. Banta of Benton, Ind., occasionally loads a little wheat or corn directly into the cars at that point.

Pruitt & Kain are preparing to handle grain at Cartersburg, Ind., although they have no established facilities.

R. M. Dill of Morgantown, Ind., only buys during the rush of the season and uses the scoop shovel to load.

E. F. Schroeder, Crown Point, Ind., June 26: Crops of all kinds looking well; expect large yield of oats.

The many friends of Cal Baum, formerly of Matthews, Ind., will regret to learn of his illness at Houston, Tex.

W. A. Holland, Fort Ritner, Ind., June 27: Wheat good in this section; too wet to handle it and so cannot stack or thresh.

L. M. Fishbaugh has purchased I. F. Beard's interest in the elevator at Bippus, Ind., and will continue the grain business.

Shirk & Haskitt, Hoover, Ind., June 24: Wheat and oat prospects good; corn needs warm weather and not too much rain.

W. A. McCoy at McCoys, Ind., buys little wheat through the harvesting season and handles it the same as any other scoop-shoveler.

Matt. Schnaible Grain Co., La Fayette, Ind., July 3: Crops looking fine; only loss was in low river bottom lands, which were overflowed.

Fred Baum, formerly in the grain business with his father, Cal Baum, at Matthews, Ind., is now traveling for the Kauffeld Glass Co.

The Fortville Milling & Grain Co. has bot the business of the Fortville Milling Co., at Fortville, Ind.

Frank Blakley and Geo. Huber & Bro., at Gaston, Ind., are receiving bids, although they have no connection with the grain or seed business.

About 200 farmers in the vicinity of Clark's Hill, Ind., are interested in the organization of a co-operative company to build and operate an elevator.

The Samuel Born Co. will replace its burned elevator at Lafayette, Ind., by a building of much larger capacity, on which work will begin very soon.

Thos. Racer, Millgrove, Ind., has no facilities for handling grain and only buys during the rush of the season, using the scoop-shovel method of loading.

Geo. H. Keeney, Geo. B. Gibson and Green Bros., farmers of Rising Sun, Ind., try to sell grain, but not according to methods approved by regular dealers.

C. Cunningham of Terhune, Ind., writes us that M. J. Lee is replacing his old plant at Kempton, Ind., with a new 65,000-bushel elevator equipped with new machinery.

The farmers in the vicinity of Wea, Ind., have formed a stock company and purpose to rebuild the elevator at Wea, which was destroyed by fire some years ago.

John Weeks at Whitesville, Ind., is in the market for three or four months in the year when grain is moving freely, although all of his facilities is a pair of scales.

Stimson & Payne, Newcastle, Ind., are said to be in the stock business and are very annoying to the regular grain dealers at times by shipping grain by scoop-shovel methods.

Besides the elevator at Auburn, Ind., the J. W. Chambers Grain Co. has purchased the interests of the P. L. Bishop Grain Co. at Cedar, LaOtto and Moore on the Vandalia.

Wm. Gale's elevator and mill at Cumberland, Ind., was completely destroyed by fire on June 13. The building contained 3,000 bushels of wheat and 1,000 bushels of corn.

Since the death of his father, M. Price, which occurred Apr. 28, Bernard Price has assumed control of the business formerly conducted by M. Price & Son at Crawfordville, Ind.

Schlademan Bros., Seafeld, Ind., July 2: Prospects for oats and corn very bad in this section, as this section has been floating. Too early to tell extent of damage, but surely is great.

Jas. Moreland & Son, formerly owners of the Roachdale Mill Co., at Roachdale, Ind., are still receiving bids, although their mill burned last March and they are now engaged in farming.

Some receiver who does not keep his lists up to date is wasting postage by sending market information to J. A. McClellan & Co., Scircleville, Ind. They have been out of the grain business three years.

The Cleveland Grain Co., Raub, Ind., July 7: Early oats being cut; well filled out and fine quality; late oats looking fine; if no storm comes to put them down will be a full crop of oats harvested in this vicinity.

J. W. Chambers Grain Co., Auburn, Ind., July 5: Fair crop of wheat and in good shape, considering the weather; oats fine; too much rain for corn in the lowlands, otherwise corn is good; too much rain to cut and cure hay.

If you desire peace, harmony and profit in your business join the Indiana Grain Dealers Association, tell the secretary all of your troubles and give him your influence and support and he will do his best to accomplish the results you desire.

The Matt. Schnaible Grain Co. has made quite a number of improvements on the Wabash Elevator at LaFayette, Ind., putting in a new 55-h.p. engine, dump,

indicator stand, ear corn elevator and cob conveyor, and now is in good shape for business.

The Cleveland Grain Co., at Raub, Ind., has had its wagon scales reesteled and fitted with a new compound beam, and built a new house over the platform, which now present a very neat appearance. The entire plant is receiving a new coat of paint.

The elevator which Woodbury & Files are building at Rich's Station, Ind., will be completed soon and ready for the opening of the season. Work on their new house at Anthony will be rushed and by July 18 they will probably be ready for business.

The Peru Milling Co. of Peru, Ind., one of the leading firms in that part of the state, is making a number of substantial improvements on its elevator and mill, including the installing of a wheat dump and increasing the facilities for handling oats and corn.

Geo. E. Moore, Kingman, Ind., June 25: Wheat being cut; yield and quality good, with somewhat limited acreage; oats in full head with large acreage and indications for large yield; corn looking well; season has been very favorable and farmers have been able to cultivate it thoroughly.

Peru Milling Co., Peru, Ind., June 25: Prospects flattering for a full crop of wheat and oats; corn looks well, with a very largely increased acreage; almost too much rain; harvest commenced this week; with ten days of dry weather we will save the best crop of wheat we have had since '98.

Barnard & Fries, Greenfield, Ind., June 23: Wheat harvest will begin this week; average yield will be about 10 to 12 bushels per acre; quality good; growing corn and oat crop in splendid condition; large crop of clover harvested, but timothy will be short and scarce; old wheat, corn and oats well out of farmers' hands.

Reid & Peck, Salem, Ind., June 23: Prospects for wheat crop much better than for last three years, although there is considerable complaint of it not being very well filled and ripening very unevenly; look for smaller yield per acre than anticipated and not as plump as we would like; season is like 1875, too wet in June and too cold for perfect crop.

The windstorm of June 25 wrought destruction in Indiana. At Maxwell, New Bros.' elevator and mill were destroyed. About 5,000 pounds of flour and some corn was saved and taken in wagons to Greenfield, where their buildings were damaged to some extent. T. B. Wilkinson & Co.'s elevator at Wilkinson was injured by the storm and an elevator at Markleville was completely wrecked.

F. M. Smith, Lima, Ind., June 26: Wheat harvest will begin here in about a week or ten days; prospect for a fair crop of good quality, unless injured by too much wet weather; oats looking fine, with larger acreage than usual; hay crop will be very light; corn although small is looking fairly well excepting on the low lands, where it has been too wet; live stock in good health and thriving.

All receivers, track buyers and commission firms will place their names in a position to command more respect from the associations and their members by refusing to deal with scoop shovel men, and will confer a great favor upon all association workers by advising the respective secretaries of irregular dealers or shippers that come to their knowledge, and in this manner get the business into the hands of those who are legitimate.

Local meetings of the dealers in the sections of Muncie, Peru, Anderson, Columbus, Vincennes, Evansville, Lafayette, Lebanon and Ft. Wayne have been held within the last month. In all instances these meetings resulted in more harmony and friendship among the dealers and are a valuable means of bringing the dealers together so that it is possible to forget the jealousies of the past and transact their future business in a manner that will be much more pleasant and profitable.

Progress toward the formation of a local association was made at the meeting of grain dealers at Vincennes, Ind., July 2. While considerable time was lost in getting all parties to the meeting, the points involved had been pretty well threshed out during the day, so that once started good headway was made. Before those present dispersed harmony had been attained, and two dealers who had not spoken to each other for years had quite a lengthy conversation. Peace now reigns at Vincennes.

A meeting of the dealers in that territory was called at Columbus, Ind., July 1, by Secretary S. B. Sampson of the state association, who addressed the dealers gathered at the St. Denis hotel. Action was taken looking toward a betterment of the conditions under which the grain dealers are working. Among those present were H. J. Nading, Flat Rock; Simon Nading, Hope; Edmund Norton, Edinburg; Martin Cutsinger and Clarence Cutsinger, Edinburg; W. A. Williams, Burney; A. R. Anderson, Eltown; Ben C. Thomas, H. Griffith, C. F. Schaeffer and Fred Danner, Columbus.

The grain dealers in the vicinity of Evansville, Ind., held a meeting at that place in the parlors of the St. George hotel July 3. The workings of the Indiana Grain Dealers Association were explained to those present by Secretary S. B. Sampson of Indianapolis. The necessity for the dealers in that territory coming together was obvious; and the sentiments of those present were voiced by Chairman Alois Ziliak, who urged the organization of a local association. John Iglehart was elected president and M. L. Johnson secretary. All were in earnest; so much so that in one afternoon they accomplished more than dealers in other localities more familiar with association work effected in a long time. Evansville promises to have one of the strongest of the local associations. Those present or represented were: W. D. Cushman, temporary secretary, Poseyville; Alois Ziliak of the Ziliak & Schafer Milling Co., Haubstadt; M. L. Johnson, Evansville; Fort Branch Elevator Co., Fort Branch; Chas. W. Brizius & Co., Newburg; Princeton Elevator Co., Witherspoon & Barr Co., R. P. Moore Milling Co., Princeton; Fort Branch Milling Co., Fort Branch; Bartlett, Kuhn & Co., W. H. Small & Co., Iglehart Bros., Evansville; Mr. McGary of the Fort Branch Elevator Co., McGary's Station, and S. B. Sampson, Indianapolis.

IOWA.

A \$3,500 grain elevator will be built at Harvey, Ia.

The Northern Grain Co. has begun to build its elevator at Belle Plain, Ia.

The Rothschild Grain Co. will remodel its elevator at McCausland, Ia., and put in a dump.

Isaac Bird has purchased the elevator at Fort Dodge, Ia., of T. M. Chase and will buy grain.

The elevator which Courson Bros. are building at Clarion, Ia., will be run by a gasoline engine.

The Diamond Grain Co. will install a 7-inch, 12-duct Hall Distributor in its elevator at Ferndale, Ia.

Sissel & McCoy's elevator at Tipton, Ia., is nearing completion. It is equipped with an 8-h. p. gas engine.

A 15-duct Hall Distributor is a part of the equipment for the Trans-Mississippi Elevator at Webster City, Ia.

Wm. Wykle is building an elevator at Stuart, Ia., to take the place of the one which was burned some time ago.

Lon Petrie has found it necessary to demolish his old elevator at Kent, Ia., to make way for a larger structure.

The Bosch-Ryan Grain Co. will place three of the new size 7-inch Hall Distributors in the plant at Cedar Rapids, Ia.

Hemmerson Bros., scoop shovelers at Rutland, Ia., are trying to purchase ground on which to build an elevator.

Wesche Bros. & Wesche have sold their grain business at Marathon, Ia., but retain their coal and lumber business.

Lyman Johnson, who for many years has been prominent among grain men at Sioux Rapids, Ia., will locate elsewhere.

The Wells-Hord Grain Co. of Central City, Neb., has equipped the elevator at Eagle Grove, Ia., with a Hall Distributor.

Henry Wetzel & Co., Minburn, Ia.: Would not do without the Grain Dealers Journal as long as we continue in the grain trade.

The Northern Grain Co. has rented the elevator owned by C. F. Mighell and formerly occupied by J. W. Wilson at Lake City, Ia.

Close & Cooper are demolishing the old Finch warehouse on the C., B. & Q. road at Garner, Ia., and will build a new elevator in its stead.

Hurlburt & Co., whose elevator at Murray, Ia., was destroyed by fire some time ago, are rebuilding and intend to spend about \$3,500 on the new structure.

The Clinton Grain Co. now has a competent foreman for its elevator at Clinton, Ia., having secured N. C. Hickcox from Union Elevator B, Minneapolis.

The St. John Grain Co. has been incorporated at Heron Lake, Minn., with \$15,000 capital stock. Incorporators: B. P. and W. P. St. John, S. S. Staiker and others.

A. L. Cox has resigned his position with the Nye & Schneider Co., at Eagle Grove, Ia., to take charge of the elevator at Marshalltown, Ia., for the Marshall Elevator Co.

Mr. Felthouse has sold his interest in the firm of Moore Bros. & Felthouse of Rockwell City, Ia., to the other members of the firm, which will henceforth be known as Moore Bros.

J. A. Tiedeman of Sioux City, Ia., has purchased the grain business and elevator of Kennedy Bros. at Fonda, Ia., for \$7,500. Kennedy Bros. will continue in the farm implement business.

H. Lawbaugh, Stuart, Ia., July 3: Have had and are having entirely too much rain; wheat will be a failure; oats very rank; many of them badly lodged; corn only fair, rather small and weedy.

J. T. Bell has recently completed a 6,000-bushel elevator on his farm near Dysart, Ia., and will buy grain for feeding purposes. He will install a grinding machine and power for operating it.

The Neola Elevator Co. has announced that it will erect a large elevator and es-

tablish lumber yards at Linby, Ia., a new station at the junction of the B. & W. and C., M. & St. P. roads, near Packwood.

H. W. Iblings will build an annex to his elevator at Geneva, Ia., 18x24 feet and 30 feet high with a second dump and stand of elevators. He will substitute a new 6-h. p. Lennox Gasoline Engine for horse power.

The California Grain & Lumber Co. has been incorporated at California Junction, Harrison county, Ia., with \$25,000 capital stock. President, Chas. House; secretary, H. R. Coulthard, and treasurer, W. J. Burke.

J. Cowan, Jr., with his wife, after visiting friends in central Illinois, is now on his way to Canada. After a tour of the lakes and a visit to many eastern resorts they will return to their home at Paullina, Ia.

The Garden Grove Elevator Co. has been incorporated at Garden Grove, Ia., with \$10,000 capital stock, and has let the contract for an elevator. Incorporators: Samuel Metier, J. H. Warrington, H. H. Young, O. C. Jordan and J. R. White.

Mr. Jackson of the Jackson Grain Co. was inspecting some machinery in the elevator at Cedar Rapids, Ia., recently, when he stepped into a dump and fell some ten feet to the bottom. Several severe and painful bruises were the result.

Wm. Boothroyd has retired from the grain and coal business at Dakotah, Ia., and entered the milling business at Rutland, Ia., where he has a fine water power flour mill with a capacity of 75 barrels, on the west branch of the Des Moines river.

J. W. Schultz has succeeded F. V. Marsh in the grain business at Irving, Ia. Mr. Marsh has met with wonderful success as grain buyer and his ability as an agent has won him a position of which he is surely worthy, that of agent for the C. & N. W. R. R. at Irving.

During a thunder storm on the night of July 1, lightning struck the elevator at Colo, Ia., owned by Shaw & Binder, wrecking the chimney and damaging the building to some extent. The elevator caught fire but was saved by the heavy rain. Loss about \$500, covered by insurance.

Tucker & Bell will tear down their old warehouse and build an extension to their elevators 24x24 feet and 22 feet high, add a second dump and stand of elevators and install a Boss Car Loader. These various improvements put Geneva, Ia., in better shape than ever to handle the coming crop.

Tucker & Bell of Geneva, Ia., have recently shipped several large carloads of grain to Warren & Co., Peoria, Ill., in Iowa Central cars of 80,000 pounds' capacity, as follows: One of oats, 2,496 bushels, and the rest of shell corn of 1,600 bushels; 1,610 bushels, 40 pounds; 1,681 bushels, 14 pounds, and 1,610 bushels, 40 pounds, respectively.

Tucker & Bell, Geneva, Ia., July 2: Had quite a heavy rain last night which laid the oats down some, but not nearly as badly as we expected, as the straw is very rank and strong and does not break as easily as some seasons; corn a good stand and looking fully as well as the average; as the crops now stand are good for bumper crops in all but wheat, which has been worked on by the chinch bugs some; acreage is small; farmers have been marketing corn during the last few weeks at from 50 to 55 cents per

bushel, which averaged a yield of 50 to 65 bushels per acre.

A company organized by Eugene D. Hamlin, H. M. Porter and J. T. Fellows, Des Moines capitalists, has been incorporated as the Marshall Elevator Co., with \$30,000 capital stock, to operate the elevators on the Story City branch of the Iowa Central, formerly owned by the St. Paul & Kansas City Grain Co. The property of the new company includes the elevators at Roland, Zearing, McCallsburg and St. Anthony and a large transfer house at Marshalltown worth \$10,000. The territory in which the property is located is one of the best grain growing parts of Iowa and the elevators are all in good condition. E. D. Hamlin is secretary and treasurer of the company with offices at Des Moines.

A joint meeting of members of the Grain Dealers Union of Southwest Iowa and Northwest Missouri and the Iowa Grain Dealers Association was held at the Park hotel, Atlantic, Ia., June 30. A majority of the 40 dealers present were Rock Island members. Secretary Wells of the Iowa association read a paper entitled Organization, Concerted Action and Harmony, which was very instructive. Each dealer present made a brief statement of conditions at his own station, from which it was found that with one or two exceptions the grain business was in a very harmonious condition. Rock Island dealers are becoming more interested in association work and realize the importance of being friendly with competitors. Nearly all those present came to the meeting satisfied with home conditions effected by the associations and were in the best of spirits.

KANSAS.

The Woods Elevator Co. has bought the elevator at Delphos, Kan., of Chapin Bros.

H. G. Spangler of Kansas City has made arrangements to build elevators at Byron, Cherokee and Carmen, Kan.

P. H. Pelkey has recently closed a contract with the Eagle Milling Co. for a 20,000-bushel annex to its elevator at Newton, Kan.

John Pinney of Scandia, Kan., has bought the Sinclair Elevator at Republic and will replace the old structure with a 12,000-bushel plant.

O. B. Strom of Sherdahl, Kan., informs us that the Greenleaf-Baker Grain Co. is tearing down its old elevator at Republic and will build a new 12,000-bushel house.

Chase Gorvin of Burrton, Kan., is remodeling his elevator; and machinery including a 15-h. p. Columbus Gasoline Engine, will be furnished by the Marcellis Mfg. Co.

The Farmers Elevator Co. has purchased the elevator property at LaCrosse, Kan., including the Thorstenberg Elevator, seven lots, the grain office, scales and engines. The company will remodel and enlarge the building.

MICHIGAN.

A new elevator is being built at Burr Oak, Mich.

E. S. Houghtaling, Hart, Mich., will put in a gasoline engine.

McLane, Swift & Co. will erect a 50,000-bushel transfer elevator at Battle Creek, Mich.

J. F. Cartwright & Co. of Davison, Mich., will install an improved 6-in., 15-

duct Hall Distributor in their elevator at that point.

A. O'Donald is building an elevator, which will contain seven grain bins with a capacity of about 5,000 bushels, at Howard City, Mich.

The elevator which Dale Munson and W. T. Weisinger are building at Deerfield, Mich., will have a capacity of 40,000 bushels of grain with a cellar capacity of 5,000 bushels of potatoes.

The People's Bank has purchased the interests of Messrs. Russell and Ludwick in the Leslie Elevator Co. of Leslie, Mich., and will continue the business with W. F. Prescott as manager.

Holmes & Anderson of Weidman, Mich., have established a branch business at Rosebush and built an elevator and mill there. E. C. Holmes is manager at Weidman and F. L. Anderson will have charge of affairs at Rosebush.

The Brown City Grain Co. has been incorporated at Brown City, Mich., with \$30,000 capital stock, and will continue the business formerly conducted by Frutchey & Co., Harnden & Reeves and McGeorge Bros. Directors: B. R. Noble, E. A. McGeorge, C. F. McGeorge, J. L. Benedict and Chas. Noble. C. F. McGeorge will act as manager.

W. B. Knickerbocker, proprietor of the Albion Milling Co., of Albion, Mich., was arrested June 30, charged with embezzling 19,000 bushels of wheat, valued at \$15,000, the property of ex-Mayor John Powell, of Marshall. He was released on \$3,000 bonds. The wheat in question was shipped to the Albion Milling Co. for storage about the time of the failure of the company four years ago. Other wheat buyers and farmers had grain stored in the elevators of the company and several like charges have been made against Mr. Knickerbocker.

MINNESOTA.

Green Valley, Minn., is to have a new elevator.

Case Bros. will erect a 9,000-bushel elevator at Orion, Minn.

A new elevator has been commenced at St. Louis Park, Minn.

I. L. Russell will retire from the grain business at Predmore, Minn.

Hilleboe & Johnson contemplate erecting an elevator at Warren, Minn.

A. Ferguson of Wells, Minn., has selected a site for an elevator at Hayfield, Minn.

J. C. Byrnes, Wells, Minn., July 7: Crops look well, but we need dry weather in the future.

The Dakota & St. Anthony Elevator Co. is laying the foundation for an elevator at Lockhart, Minn.

Welch & Co.'s elevator at Gaylord, Minn., was destroyed by fire June 21, causing about \$5,000 loss.

Morris L. Hallowell has been appointed manager of the Minneapolis office of Harris, Gates & Co.

C. M. Harrington of the Van Dusen-Harrington Grain Co., will build himself a residence in Minneapolis, the building alone to cost \$50,000.

M. M. Guthrie has bought the elevator of the Hunting Elevator Co., at Austin, Minn., and will operate it in connection with his other elevator at that point.

Frank Morton, superintendent of the Exchange Grain Co., has been promoted and will go to Minneapolis, while Ed Haskins takes his place at Glencoe, Minn.

C. L. Parsons, of Winona, has succeeded J. R. Marfield as treasurer of the Winona Fire Insurance Association, Wi-

nona, Minn., which writes grain risks only.

The Stewart Elevator Co. has been incorporated at Minneapolis, Minn., with \$50,000 capital stock. Incorporators: J. R. Stewart, I. M. Stewart and D. W. Alton.

A. Ferguson, who has been in the grain business with J. C. Byrnes at Wells, Minn., has purchased the Babcock Elevator at New Richland and will move there.

New members of the Minneapolis Chamber of Commerce are: A. I. Valentine and James Kidston, Chicago; C. L. Carter, St. Louis; and C. D. Tearse, Winona, Minn.

C. E. Rice, who for the past three years has had charge of the Thorpe Elevator at Confetti, Minn., has resigned his position and the elevator has been closed until autumn.

The Farmers Independent Elevator Co. recently held a meeting at Ivanhoe, Minn., and elected new officers with Charles Soderlind as secretary. The company intends to build an elevator at Ivanhoe.

The elevator belonging to the Northwestern Elevator Co. at Norcross, Minn., and containing 2,000 bushels of wheat and 1,000 bushels of oats was destroyed by fire June 26. Loss covered by insurance.

July 15 and 16 are the days set for the annual meeting of the Southern Minnesota & South Dakota Grain Dealers Association, which will be held in Minneapolis. The railroads have been asked to make special rates and the expectation is a liberal reduction will be made.

The Northern Grain Co., composed of L. Christian & Co., has purchased the interior elevators at North Redwood, Belle View and Wood Lake, Minn., of the Citizens Elevator Co. The elevators are all run by gasoline power and have capacities of 30,000, 25,000 and 15,000 bushels respectively.

W. D. Douglas, G. F. Piper, E. C. Warner and W. H. McWilliams have recently made several trips to Manitoba and have purchased large areas of land. They are now contemplating the organization of an elevator company to build and operate a system of elevators in that province, with headquarters at Minneapolis, Minn.

C. S. Tredway, Hutchinson, Minn., July 2: Farmers are moving out what is left of the old crop, feeling assured by the progress of the new; rye not good, due to lack of snow to protect it last winter; wheat and oats looking fine; plenty of rain and cool weather have been factors; corn a little backward, but warm weather will result in a good crop as stand is excellent.

C. E. Malmquist and E. L. Welch have organized the Security Elevator Co. with a capital stock of \$150,000, at Minneapolis, to be run under the same management as the grain commission firm of E. L. Welch & Co. The members of the company owned several elevators and as a company have recently purchased a line of country houses of F. H. Peavey & Co. along the St. Louis from Minneapolis to Watertown, S. D., and the southwestern branch of the St. Louis from Winthrop to New Ulm.

The Truax & Betts Elevator Co. of Mitchell, S. D., has purchased the line of houses formerly operated by the Tredway Elevator Co., of Glencoe, Minn., including those at Glencoe, Hutchinson, and Bird Island, Minn., and Waubay, S. D. On the site of the old terminal elevator at Glencoe, the new company will build a small terminal and cleaning house.

C. S. Tredway, manager for the Tredway Co., and formerly with the H. Poehler Co., will take charge of affairs at Hutchinson.

A new steel-tank, grain elevator of 1,000,000 bushels capacity will soon be begun at Minneapolis, Minn. Owing to the difficulty in securing material, only a 200,000-bushel working house will be built at present and then finished later. The Barnett & Record Co. has secured the contract from the Huhn Elevator Co., which has recently been organized with \$200,000 capital stock, which will be increased shortly. Officers of the company are: President, Anton Huhn, the well known grain buyer; vice president, John Washburn, president of the Chamber of Commerce; secretary, A. C. Smith, and treasurer, Peter B. Smith.

MISSOURI.

F. W. Walter is the only regular grain dealer at Corning, Mo.

The Calumet Grain & Elevator Co. has opened an office in St. Louis. M. H. Bennett will have charge.

Wind blew down the smoke stack from the Flanagan Elevator at St. Louis, Mo., June 28, causing Charles Hetzel, the owner, about \$200 loss.

When shipping grain to St. Louis insist upon its being weighed under the supervision of the Merchants Exchange Weighing Bureau.

A rule requiring all grain handled by members of the Board of Trade to be sold subject to Kansas City Board of Trade weights has been adopted.

The manager of the Board of Trade building at Kansas City, Mo., who was alleged to have been aiding bucket-shops to obtain quotations, has resigned.

The Kaw Grain & Elevator Co. has been incorporated at Kansas City, Mo., with \$12,000 capital stock. Incorporators: Alexander McKenzie, John E. Rahm and Edwin D. Fisher.

The W. C. Lemping Grain Co. has been incorporated at St. Louis, Mo., with \$10,000 capital stock. Incorporators: William C. Lemping, Matthew E. Sullivan and Henry E. Bender.

The J. Rosenbaum Grain Co., which has its headquarters at Chicago, and operates extensively in the Southwest, has established its legal status in Missouri by incorporating under the laws of that state also, with offices at Kansas City.

A grain elevator recently purchased by the Harroun Elevator Co., at Harlem, Mo., was completely destroyed by fire on the night of June 28. The building was empty except for a thousand grain sacks, but loss amounted to about \$18,000.

The Nansen Commission Co., of St. Louis, Mo., is said to have obtained the exclusive right to erect elevators on the line of the St. Louis Valley Road. The intrusion of this competition will diminish the wheat supply of many local mills.

L. M. Gietzen, who for four years has been in the employ of the Nye & Schneider Co. at Cornlea, Neb., has gone to Columbus, Neb., where he has accepted a position with the Columbus Milling Co. Jos. Dickey, formerly with the Nye & Schneider Co., at Brainard, has gone to Cornlea to fill the vacated chair.

G. L. Graham & Co., of St. Louis, Mo., have taken over the grain receiving business of the Parrott-Baxter Grain Co., which has withdrawn from the commission business. Graham & Co. also have engaged one of the best grain salesmen

in the person of Ed. Daily, who for the past 5 years, has been in the employ of the Dayton-Wooster Grain Co.

NEBRASKA.

Mr. Hoyle is enlarging his elevator at Hallam, Neb.,

W. C. Elmelund is agent for the Omaha Elevator Co. at Agnew, Neb.

The Wells-Hord Grain Co. is repairing its elevator at Fullerton, Neb.

Repairs have been made on the Ferguson Elevator at Maywood, Neb.

Banning & Son of Union, Neb., will install a 12-duct Hall Distributor.

A. G. Hagadorn is making various repairs on the elevator at Curtis, Neb.

Wm. Hopper has decided to build a 15,000-bushel elevator at Waterloo, Neb.

Counselman & Co. are erecting a large addition to their plant at Harbine, Neb.

James Ralston, as business manager, is pushing work on the elevator at Willow, Neb.

J. T. Whalen has taken the place of E. O. Spencer at the Nebraska Elevator, Cortland, Neb.

Martin Bloom will soon enter the employ of H. O. Barber, the owner of the elevator at Loomis, Neb.

Wm. Otto of Charleston, Neb., will include the Hall Distributor in the equipment for his elevator.

L. M. Woods has succeeded Mr. Parker as local agent for the Omaha Elevator Co. at Stromsburg, Neb.

Mr. Bruce has nearly finished the remodeling of the mill building at Elwood, Neb., into an elevator.

John Lemon will tear down his old elevator at David City, Neb., and build a new structure in its place.

J. H. Swan, formerly of Dorchester, Neb., is operating an elevator on the B. & M. at Moorefield, Neb.

C. H. Brown of Pilger, Neb., has gone to Farwell to fill the position as manager of E. G. Taylor's elevator.

Thomas Ostergood & Co. of Newman's Grove, Neb., have received shipment of a second 8-duct Hall Distributor.

Evans & Howe are increasing the height of their elevator at Alvo, Neb., and thus adding to its capacity.

John Brennan will take the position which Guy Manning has resigned in the Peavey Elevator at Concord, Neb.

The Farmers Grain Union met recently at Benedict, Neb., to consider the advisability of erecting an elevator.

The elevator at Milligan, Neb., owned by Taylor & Morgan was struck by lightning a short time ago and slightly damaged.

The Central Granaries Co. has disposed of its elevator at Shea, Neb., to a man from Kearney, who will continue the business.

J. S. Ewart of Kearney, Neb., has purchased several elevators in the western part of Nebraska and will make his headquarters at Beatrice.

A fire was discovered recently in the coal sheds of the Nye & Schneider Co., Dodge, Neb., but was extinguished before much damage was done.

W. H. Harrison and his assistant, James Nutt, have completed a new approach to the Duff Grain Co.'s elevator at Danbury, Neb., and are making other improvements.

Noel Milbourn of Minden, Neb., left a short time ago to take charge of several elevators belonging to the Minden Grain Co., located in the western part of the state.

The American Elevator at Hartington, Neb., was struck by lightning on the night of June 24 and set on fire, which, however, was discovered and extinguished before much damage was done.

The Duff Grain Co. has purchased the elevators of Mr. Duncan at Indianola and F. C. Kellogg & Co. at Red Willow, Neb. Mr. Duncan will remain as manager of the elevator at Indianola, where the old plant has been replaced by a larger and more modern structure.

J. H. Swan, Moorefield, Neb., June 27: Acreage of winter and spring wheat about the same as that sown in fall of 1897 and spring of '98; corn acreage same as spring of '97; no poor pieces of wheat; all good; corn a little backward on account of cool weather; barring hail storms, will have the largest crop per acre this country ever had.

NEBRASKA LETTER.

J. W. Knight is making extensive improvements in his elevator at Walton, Neb.

W. P. Harrison, Du Bois, and Sabin & McPherson, Douglas, have discontinued business.

Titus Bros. of Holdrege, have purchased and will operate the Stevens & Carroll elevator at Ragan.

The Hayes-Eames Elevator Co. has purchased the elevator at Hazard, Neb., formerly operated by G. F. Hurlbert.

F. C. Krotter & Co. have purchased and will operate the J. W. Hupp & Co. elevators at Wauneta and Palisade.

Marion Powell will erect an elevator at Marion Siding on the B. & M., six miles west of Danbury, which he will use for storing grain needed for his ranch at that point.

The following dealers have recently joined the Nebraska Grain Dealers Association: Perry Frazier, DuBois; J. W. Andreson, Stromsburg; W. A. Hoag, Douglas; H. B. Carstings, Mt. Clare.

The Nebraska Grain Dealers Association has held meetings recently at the following points: York, two in Hastings, Kearney and Lincoln. These meetings were characterized by the strongly increased friendly disposition which seems to be felt by practically all of the regular trade. Never before have they shown a disposition to "get together" as they do this year.

A few days since, a couple of youthful "Pat Crows" attempted to extort money from C. H. Torpin, a grain dealer of Oakland, by threatening, that unless he left a sum of money in a certain designated spot, they would invade his home, steal one of the members of his family, thereby leaving a vacant chair at his table. Torpin complied with the demands in so far as leaving a package in the place designated, but which contained brown paper instead of sum demanded. Being of an accommodating disposition, Torpin not only fulfilled all demands, he had the placed watched by the police, with the result that later in the evening two hopefuls (?) were nabbed and will no doubt have plenty of time to indulge in close communion with their conscience.

Crop conditions in Nebraska were never more promising than at the present time. Notwithstanding the frequent rains had of late, there is little complaint of lodged or rusted small grain. The wheat harvest begun about June 20th, and would have been completed, in the South Platte country July 1st, had the weather been dry. As it is, the next few days will see the wheat in that section all in

the shock. Oats are still green in the south, and unless a prolonged dry spell follows from now on, it is hardly likely that this harvest will begin much before the latter part of this month. Of course the rain did no injury to the corn further than to wash out a few acres in the low lands and give this low corn an unhealthy green, yellowish color, from which it will rapidly recover with a little dry weather. The crop has been delayed somewhat by the cool weather prevailing, but during the last two or three days of heat, you would almost "hear it growing" in its attempt to make up for lost time. —E. C.

NEW ENGLAND.

S. V. Osborn will build an elevator at Branford, Conn.

A spur track is being laid from the main line to the elevator and grist mill of C. W. Campbell & Co. at Providence, R. I. The building is a new one and will be thoroughly equipped with machinery.

James Brown and Charles Webster, two vagrants, while under the influence of liquor, recently crawled through a window in the old Boston & Albany grain elevator at Boston, Mass. The distance to the floor was greater than supposed and both fell, receiving serious injuries. They were unable to escape from the elevator and when found several days later, Webster was dead and it was thought that Brown could not live. After some doctoring he was sent to jail. Had this occurred in the Northwest the tramps would have burned the elevator.

Turner & Brenner have sold their elevators at Arlington and Ceresco, Neb., to the Updike Grain Co. and those at Kennard, Washington and Beaver Crossing to the Nye & Schneider Co. H. R. Trocke, local agent at Arlington, will remain in the service of Turner & Brenner, but will go to Minnesota or South Dakota. R. G. Unthank, agent at Ceresco, will remain with the Updike Grain Co., and W. F. Unland will enter the employ of the Nye & Schneider Co., at Washington. Fred Hahn of Fremont will act as agent at Kennard for a time.

NEW YORK.

The New York Produce Exchange proposes to abolish the three days' notice that shippers are compelled to give for delivery of grain to vessel.

Wm. T. Lyons, a member of the New York Produce Exchange, purchasing agent for James Butler and formerly manager of the cereal department of the Hecker-Jones-Jewell Milling Co., died at his home in Englewood, N. J., June 22, of heart failure.

J. J. Mossman, eastern freight representative of the Wabash, states that the proposed large new transfer elevator at Buffalo, N. Y., is more of a necessity for his road and the Grand Trunk and Michigan Central than ever, since the roads will charge for cars run over other roads by the day after July 1. It has been so common to steal cars and not report them that the new system has been made a necessity, so a transfer of grain cargoes is cheaper than to pay 20 cents a day for cars. The transfer elevator will also facilitate the weighing and inspection of grain for the eastern market.

President John V. Barnes of the New York Produce Exchange in his annual report recently said: The farmer is prospering, but to the produce merchant the

rewards of enterprise have been meagre. As a middleman he is steadily being supplanted by large corporate interests dealing almost directly between the producer and consumer. A large petroleum trade once conducted on our floor has passed in this trade evolution, and the flour, provision, lard and oil trades are concentrating in a limited number of corporations, which is most noticeable in the export trade of these products. Even the grain trade is not free from the same tendency, large elevator and other interests monopolizing certain features of the trade. This evolution in the marketing of the country's produce is decreasing the number of those among us actively engaged in these trades, and while it may not affect the influence and usefulness of our Exchange, yet it limits the demand for our memberships, showing the wisdom of the present policy of retiring a portion of them. A factor handicapping the individual effort of our merchant in competition with corporate interests is discrimination in freight rates. The great milling corporation, grain dealer and packing house corporation, commanding a large tonnage, are favored as against their feeble competitors.

BUFFALO LETTER.

Traffic by canal is very dull now, especially since the roads put grain rates down and the canal had to follow. Wheat pays only 3½ cents to New York and there is scant business for the boats.

New York has opened a political campaign in the interest of canal enlargement, with the 1,000-ton barge canal and no compromise as its motto. Buffalo means it just the same, but prefers more of a still hunt.

Grain sales here during June, though light, have been larger than was looked for. The Merchants Exchange inspection department has handled during the month 1,289 cars of grain on track and 1,520 cars out of elevator.

Chief Grain Inspector Shanahan complains that this is the dumping season in his business. He has to pass on dirt and all sorts of mixed grain that has been turned out of the bins in preparation for the new crop.

The grain business is still very slow, with nobody daring to buy much of anything, and especially corn and oats, unless he has it sold beforehand, as a dealer said to-day. The wonder is mainly that the prices have been kept up as long as they have.

So far as this state is concerned, which some report was so good as to admit was not yet obsolete as a grain-raising state, there is every promise of an excellent grain crop, which is as good as a certainty so far as wheat is concerned and is a large promise as to oats and barley.

Most of the city malt houses are shut down for the summer. The owners of the burned Manning malt house report that they are not yet able to say anything as to their chances of rebuilding, as the loss is not fully adjusted yet, so that they do not know how much they are to get to build with.

Lake business is dull, but promising, for it does not appear that this port is suffering on its own account. Grain receipts to the end of June have fluctuated all the way from 21,421,000 bushels since the 20,000,000 bushel mark was first reached in 1886 and flour passed the million barrel point the same year, to 73,074,000 bushels in 1898. The amount to date this season is 33,166,000 bushels and

2,928,000 barrels of flour. Flour keeps up remarkably.

The Buffalo elevator pool has been extended to the 10th for some more figuring—and then there will be more meetings and nothing out of them, as it looks now. It appears that the railroads no longer control the situation as they used to, but the balance of power is in the hands of some big shippers who are elevator owners or lessees here. By far the most active house in the harbor is the Export, owned by Armour & Co. and Bartlett, Frazier & Co., of Chicago, and the next in order is the Marine, of which Hancock & Co., of Philadelphia, are the lessees. This leaves the New York Central houses, which have held the key to the situation a long time, distinctly in the rear. As these active houses are so far in the lead of all the others it is supposed that some use of the half-cent charge for elevation is made to help the business out. The Erie railroad elevator is entirely out of the pool and refuses to come in.—J. C.

NORTHWEST.

An elevator is being built at Knox, N. D.

Mr. Hyde will erect an elevator at Hannaford, N. D.

Mr. McDaniel will build an elevator and mill at Courtenay, N. D.

H. C. Hanson is interested in a farmers elevator at Wakonda, S. D.

The farmers will build a 75,000-bushel elevator at Churches Ferry, N. D.

The North Dakota Horse & Cattle Co. will build an elevator at Rugby, N. D.

An elevator belonging to the Hunting Elevator Co. at Calliope, S. D., was blown down June 25.

The Stewart Elevator Co. will have various repairs made on its elevators, including the one at Towner, N. D.

P. J. Van Hemert of Armour, S. D., is building a 25,000-bushel elevator at Platte, S. D., and will hire a man to run the plant.

Heising Bros. are building an elevator of 30,000 bushels capacity at Rolla, N. D., and intend to build a 50,000-bushel house at Edmore soon.

J. E. Stephens, traveling auditor of the Woodworth Elevator Co., visited Donnybrook, N. D., not long ago, to select a suitable site for an elevator.

Peterson Bros. of Sioux Falls, S. D., inform us that the elevator which the Farmers Elevator Co. of Hartford, S. D., are building will have a capacity of 20,000 bushels.

The railroad has served a removal notice on the National Elevator, the St. Anthony Grain Co., the Minneapolis & Northern Grain Co., and White & Ames at Devils Lake, N. D.

The annual meeting of the Southern Minnesota and South Dakota Grain Dealers Association will be held at Minneapolis, Minn., July 15 and 16. All regular grain dealers are invited to attend. Members should write Secretary Burrage giving the names of any friends who will attend the meeting.

OHIO.

The Standard Cereal Co. will build an elevator at Chillicothe, O.

The Maplewood Elevator Co. is building an elevator at Maplewood, O.

Morgan Johnson is making slight repairs in his elevator at Greenville, O.

The Pearce Grain Co. of Union City,

O., is preparing to build an elevator this summer.

M. D. Burke & Co., Columbus, O.: We could not get along without the Grain Dealers Journal.

Morgan Johnson, Greenville, O., July 8: Wheat threshing commenced; quality and yield considered good.

W. E. George of Gettysburg, O., is building a grain elevator to handle all kinds of grain and field seeds. It is a model house for that part of the state.

John P. Weimerskirch, proprietor of the elevators at Arcadia, O., and Miss Kate Marks were married June 17, at the home of the bride's parents near New Reigle.

The Ohio Central Elevator Co. has succeeded the Yerkes Elevator Co. at Marysville, O., with E. H. Hammer as manager. W. H. Yerkes now has no interest in the firm.

J. Gottron and H. M. Cook, owners and managers of the Star Elevator at Fremont, O., have recently installed a larger engine and boiler and made various other improvements.

The F. O. Diver Grain Co., Middletown, O., June 26: Wheat almost all in shock; acreage large; think quality and quantity will be good; corn and oats looking fine; never were better; large acreage of both.

Paddock-Hodge Co., Toledo, O.: Discontinue our advertisement of elevator for sale. We have more inquiries than we can answer in a week; and when it comes to advertising we will give your paper the bun. It certainly has brot forth inquiries enough in this, our first trial.

The many friends of H. S. Grimes will regret to learn that the popular president of the Ohio Grain Dealers Association has been compelled by sickness to leave his home at Portsmouth for a health seeking trip to the plains of New Mexico. Since returning from the convention at Put-in-Bay Mr. Grimes has been confined to his bed, but is now able to visit his office, and by July 20 will have recovered sufficiently to start on his western tour.

The Ohio Department of Agriculture reported the condition of wheat on July 1 as 78 per cent, the number of acres sown as 2,028,299; area plowed up 2.8 per cent; and estimated area for the harvest of 1902, 1,969,574 acres. The condition of barley is estimated at 81 per cent; of rye, 83 per cent; of oats, 88 per cent, and of corn, 83 per cent. The area of corn is about the same as that of a year ago, 3,085,829 acres. In many parts of the state corn that was planted early was considerably damaged by cut worms and a great deal had to be replanted. This and dry weather the early part of the season kept the crop back, growth being slow. In June the heavy rains came and the fields could not be properly worked. In some of the southern counties of the state the corn fields have been flooded to such extent as to ruin a great portion of the crop. The outlook for wheat is somewhat irregular throughout the state, but as a whole, shows an improvement of two points above last month. In many counties the wheat has gone backward within the month and in some places it has been damaged by the recent heavy rains. In some of the southern counties where the wheat is cut, the grain in shock is beginning to sprout. A great deal of wheat was harvested before being properly matured, because of the work of fly. Notwithstanding the damage by fly, flood and other causes, in many counties and localities,

the improvement in other counties has been sufficient to overcome any loss and increase the general average prospect to about two per cent above the estimate of last month. Barley and rye have held well up to conditions reported last month. Reports are quite numerous that some rye fields are badly infested with chinch bugs. Oats show a fairly good condition, except on the low and poorly drained lands where much injury has been done by the heavy rains. In such places the crop is lodged and down and considerable loss will occur. Very many correspondents report damage by chinch bugs.

PACIFIC COAST.

The Seattle Grain Co. is erecting at Sprague, Wash., a warehouse 40x160 feet in size.

C. E. Dinges' warehouse at Corvallis, Ore., containing 12,000 bushels of wheat, 2,000 bushels of oats and a large amount of machinery, was destroyed by fire recently. Total loss, \$15,000; insurance, \$2,000. The Corvallis Milling Co. owned a large part of the wheat and carried no insurance.

Sam Williamson, Salt Lake City, Utah, July 3: Prospects for growing wheat in Utah and Southern Idaho are variable. In some of the districts the dry farmed wheat has suffered from lack of moisture, but taking all together, we will have a better crop than last year; outlook in Southern Idaho favorable.

The committee appointed to nominate directors for the annual meeting of the San Francisco Merchants Exchange, which will take place on July 15, have made out the following list: G. W. McNear, Wm. Babcock, Leon Sloss, Wm. Alvord, E. K. Wood, Juda Newman, Wm. H. Crocker, W. J. Dutton, H. Sherwood, E. W. Hopkins and R. P. Schwerin.

PENNSYLVANIA.

A large grain elevator and feed store at West Salisbury, Pa., owned by Joseph Patton, were burned June 26 together with their contents. Loss, \$5,000; insurance, \$3,500.

Lincoln K. Passmore, Frank E. Marshall and Pusey P. Bye have formed a partnership as Passmore & Company to succeed the old and well known firm of I. M. Parr & Son in the general commission and export grain business in Philadelphia, Pa. The new firm will endeavor to please old customers and gain many new ones by careful attention to any business entrusted to them. The personnel of the new firm speaks for itself. Offices are at 550, 551 and 552 the Bourse.

SOUTHEAST.

John W. Muncaster has been engaged by A. Waller & Co. of Henderson, Ky., as wheat buyer.

Lewis B. Payne has completed his elevator at Gallatin, Tenn., and it has been opened with Sam. P. Jamison as business manager.

The new grain elevator which E. L. Mallory & Co. have been building at Paducah, Ky., is now ready for occupancy. Clark Craig is in charge of the shipping department.

William S. Young, one of the incorporators of the Baltimore Corn & Flour Exchange, a member of the Chamber of Commerce and for several years a leading grain merchant of Baltimore, died June 30, of paralysis.

A. B. and S. W. Tredway have purchased a three-fourths interest in the Belmont Milling Co. at Murfreesboro, Tenn., and will take charge of the milling business and enter the grain trade.

A 20,000-bushel elevator is being erected by the McCue & Wright Milling Co. at Bluefield, W. Va., as an addition to the mill. The new structure will be thoroughly equipped with machinery for cleaning, handling and measuring the grain.

The Security Warehousing Co. of New York proposes to build a steel or concrete grain elevator of from 300,000 to 500,000 bushels capacity at Nashville, Tenn. Charles Sykes with offices at Nashville, is southwestern manager for the company.

The directors of the Baltimore Chamber of Commerce on June 20 appointed the following weighers of grain: William M. Conn, E. S. Kirwan, J. A. Hageman, Frank Wickham, Edward L. League and Bernard Regan. A chief weigher is to be selected from among those named.

A new co-insurance clause covering grain in elevators was adopted at the last annual meeting of the Southeastern Tariff Association. It was resolved that the 80 per cent co-insurance clause be the standard for grain in elevators, and that a concession in rate be granted in the judgment of the executive committee when the 90 per cent or 100 per cent co-insurance clause is used.

Robert M. Wylie, a member of the firm, Wylie, Son & Co., prominent grain and flour merchants of Baltimore, Md., died June 20 of rheumatic fever complicated with kidney trouble. He was one of the incorporators of the Baltimore Corn & Flour Exchange, now the Baltimore Chamber of Commerce, and for the last twenty or thirty years has been connected with the grain and flour interests of Baltimore.

Dunn, N. C., is a charming town and as the Dunn Banner truly says its banking facilities are unique. It is well that this is so. If all bankers were doing business on the same basis as the bankers of Dunn, it would be a sorry time for shippers. But Dunn is not alone in its glory of rejected cars, tricky buyers, slippery brokers and banks which hold up collections. There are many Duns and many foolish millers so anxious for trade that they will encounter almost certain loss in order to sell in such love-ly markets.—Northwestern Miller.

John Hyde, statistician of the Department of Agriculture, in his report of July 3 gives the condition of cotton June 25 as 84.7, compared with 95.1 on May 26, 1902, 81.1 on June 25, 1901, 75.8 on July 1, 1900, and a ten-year average of 85.6. With the exception of North Carolina, where there seems to have been a slight improvement, and Virginia, where there is no appreciable change in condition, every cotton-producing state shows a decline during the month, the decline being greatest in Texas, where it amounts to 22 points, and in Louisiana, Indian Territory, Mississippi, and Alabama, where it is 11; 10, 9, and 8 points, respectively. The condition is, however, still in excess of the ten-year average in the following states, by the number of points stated in each case: Virginia 3, North Carolina 6, South Carolina and Florida 9, Georgia and Arkansas 7, Tennessee 12, Oklahoma 2, and Missouri 10. On the other hand, the condition falls below the ten-year average by 2 points in Louisiana and Indian Territory, 1 point in Alabama, and 13 points in Texas.

SOUTHWEST.

An anti-bucket-shop bill is on passage thru the Louisiana legislature.

Alvin Harbour, Oklahoma City, Okla., July 2: Crop conditions in Oklahoma fine.

H. F. Anthony of Billings, Okla., has bought the elevator at Hennessey of R. J. Hoppe.

The Oswego Seed & Grain Co. has installed a 10-h. p. Columbus Gasoline Engine in its elevator at Afton, I. T.

S. C. Cochran's grain and feed house at South McAlester, I. T., was burned on the afternoon of June 20, causing \$5,000 loss.

The bill introduced in the Louisiana legislature providing for the state inspection of grain has been engrossed and passed to third reading.

Thirty grain dealers from St. Louis, Kansas City, Chicago and New Orleans held a meeting at Memphis, Tenn., June 28 to endorse the new inspection of grain established by the New Orleans Maritime and Merchants Exchange.

The Colorado Milling & Elevator Co. has begun the erection of a mill and elevator at La Jara, Colo. The plant will be 130x130 feet, and the elevator will have a capacity of 60,000 bushels. Mr. Shahan is managing the work.

The farmers in the vicinity of Norman, Okla., met recently to consider plans for building a 100,000-bushel elevator at Norman. A company will be formed under the name of the Farmers & Merchants Elevator Co., of Norman. E. P. Ingle was chosen secretary.

R. McMillan, chief inspector of the New Orleans Board of Trade, reports that the exports from New Orleans during June amounted to 11,577 bushels of corn, 1,136,430 bushels of wheat, and no oats; compared with 90,503 bushels of corn, 1,288,783 bushels of wheat and 132,000 bushels of oats exported during the preceding June.

TEXAS.

The Savoy Milling Co. is building an elevator of 40,000 bushels capacity at Savoy, Tex.

In another column of the Journal will be found a decision under the landlords' lien law of Texas.

Richardson & Co., of Chicago, have been incorporated with \$50,000 capital stock, to buy grain in Texas.

Membership in the Texas Grain Dealers Association is now more desirable than ever, and many new names are being added to the list.

The iron grain warehouse of W. H. Marshall & Son at Whitesboro, Texas, was destroyed by fire recently. Loss, \$3,000; no insurance.

The Raywood Rice Cereal & Milling Co. will build a complete rice mill at Raywood, Texas. The Barnard & Leas Mfg. Co. has the contract.

Seed corn will be imported from Mexico by the Southern Pacific Railway to enable the farmers of Texas to make up for the loss of the corn crop.

The J. T. Stark Grain Co. has been incorporated at Plano, Tex., with \$25,000 capital stock. Incorporators: J. T. Stark, Olney Davis and Walter Jennell.

The grain store belonging to R. Pendleton was destroyed by fire June 18 at San Antonio, Tex. Loss on grain, \$7,000; insurance, \$2,000. Mr. Pendleton did not own the building.

Texas dealers will find an interesting letter from Commissioner L. J. Storey

regarding the use of railroad right of way for other than railroad purposes in "Letters from the Trade" this number.

Three new firms will enter business at Galveston, Tex., this season. Branch offices of the Alton Grain Co., the Calumet Grain Co., of Chicago, and the Harroun Elevator Co., of St. Joseph, Mo., will be established.

C. McD. Robinson, chief inspector of the Galveston Board of Trade, reports that between Sept. 1, 1901, and July 1, 1902, the exports of wheat amounted to 4,050,865 bushels; compared with 11,086,683 bushels for the corresponding period of 1900-1.

Cyrus Bros., Cleburne, Tex., June 21: Acreage of wheat and oats greater than last season; average yield of wheat will be about seven bushels and of oats not more than ten bushels; corn suffering for rain; cotton very promising; hay crop good but high.

The secretary of state of Texas is sending notice to corporations doing business in the state requiring an affidavit to the effect that the corporation is not identified with any trust or combination, specified in the act of the legislature prohibiting trusts.

Seley-Early Grain Co., Waco, Tex., June 25: Corn crop completely gone; have not had a drop of rain since the dealers meeting, May 22; to-day having hot winds which are burning up everything; if they last much longer cotton will be materially injured.

Secretary Dorsey is supplying members of the Texas Association with lists of the regular dealers of Oklahoma and Kansas Associations and recommending that in buying grain in these sections members confine their dealings strictly to members of the associations.

Jas. M. Gray, Cleburne, Tex., June 23: Wheat acreage very large; average yield about 5 to 6 bushels to the acre; oat acreage large with 15 bushels average yield; corn will not exceed more than 10 to 15 bushels, as a great deal of it is dried up and has no ear.

The new members recently admitted to the Texas Grain Dealers Association are as follows: W. C. Temple, Midlothian; Lee Patrick, San Antonio; C. D. Kemp, Van Vleck, and the Merc. Grain Co., Houston. The membership of S. T. King of Nacogdoches has been transferred to the Nacogdoches Grocery Co.

M. F. Smith, Commerce, Tex., July 3: Threshing over in this section; only made about half a crop of oats; corn will make only 25 per cent of an average crop on account of dry weather; much feed stuff will have to be shipped into this section before another crop is made.

W. C. Temple, Midlothian, Tex.: Oat crop light with small acreage on account of high price of seed oats last spring; yield about 30 bushels to the acre; wheat fairly good, making from 5 to 25 bushels per acre with average of 12 bushels; great deal of it being held by farmers on account of short corn crop.

A consolidation of its six lines in Texas has been decided upon by the Southern Pacific Railroad Co., as under a rule of the state railroad commission, effective July 9, the exaction of local rates over the different branches under the pretense that the companies are separate, must be stopped.

N. B. Harrell, Celeste, Tex., July 1: Acreage of wheat and oats is light; wheat yielded about 10 bushels per acre, oats about 25; all cut and nearly all threshed; acreage too small to have crop of much importance; average weight of

oats 26 pounds, of wheat 57 pounds; corn cut more than one-half on account of drouth; good rain on June 27, too late to save corn crop.

T. J. Morris, Carbon, Tex., June 23: No wheat within a radius of ten miles; oats will make about one-fourth crop; millet good with larger acreage; corn will make 5 to 6 bushels; will not be over one-half crop on sandy land and that on black land failing fast for want of rain, which is badly needed; great deal of hay and Johnson grass.

J. S. Wylie, Dallas, Tex., July 5: In the past ten days there has been a radical change for the better in the crop conditions of Texas. Texas has had several general rains that have extended very near over the entire state and while too late to benefit the corn crop materially, the rain has been the making of the fodder crops such as kaffir corn, milo maize, etc. It helped very materially the late corn crop in certain areas, this is notably so in the northern tier of counties and in the Indian Territory. Hay will be a most bountiful crop in Texas, but prices promise to stay up on account of the shortage of the corn and oat crops. Now that the wheat and oat harvest is completely over and reports are in from various sections it would appear that the shortage was not so severe as was at first thought to be the case. Dallas county for instance made about 15 bushels of wheat to the acre and in other sections of the state the wheat ran from 5 to twenty bushels to the acre. Galveston has commenced to receive grain for export as dispatches from there indicate that they have received numerous cars for that purpose. The price of corn and oats continue to be high in the local markets. Hay has fallen off considerably, but still brings a very good price.

WISCONSIN.

Rialto Elevator E has been made regular by the Milwaukee Chamber of Commerce.

The Ozaukee County Malting Co. is arranging to erect an elevator at Port Washington, Wis.

S. Y. Hyde, well known among grain men, was recently confined to his home at La Crosse, Wis., by a severe attack of rheumatism.

Fred Grotenrath has received the contract to furnish and erect a 600-h. p. rope drive in the C., M. & St. P. R. R. Co.'s elevator "A" at Milwaukee, Wis.

Fred Grotenrath made the plans and specifications for a 150,000-bushel elevator and 800-bushel per day malthouse for the Rubicon Malt & Grain Co. of Rubicon, Wis. He also received the contract to furnish and erect the machinery.

John M. True, secretary of the Wisconsin Board of Agriculture, reports the conditions of crops in the state as on July 1 as: Winter wheat, 102; rye, 103; spring wheat, 102; barley, 102; oats, 103 1/4; corn, 80; beans, 96; flax, 100.

The fact that the Milwaukee corn market has not sympathized with the Chicago market in the July deal has given rise to the suspicion that the market in the Cream City was manipulated against the Chicago traders. The truth is that the Milwaukee traders have more cause to be worried, as corn bot for the July delivery may not be delivered until the last day of the month, too late to ship the grain to Chicago for delivery against short sales in that market, and leaving the Milwaukee traders loaded with high-priced corn.

The Northern Grain Co. is building a cupola to its elevator at Wild Rose, Wis.

The Schmitt-Howe Grain Co., which was recently incorporated at Superior, Wis., has elected the following officers: H. J. Haskamp, president; B. W. Schouweiler, vice-president; M. P. Schmitt, secretary and general manager; John Howe, treasurer. H. J. Haskamp of St. Paul and B. W. Schouweiler of Fairmount, N. D., are well known in the banking world, and Messrs. Schmitt and Howe have been for three years engaged in the grain business at Superior under the firm name of Schmitt & Co.

Late News.

F. C. Kruse of Johnson is in charge of an elevator at Bennett, Neb.

Mr. Kunkle of Bennett, Neb., has gone to Arapahoe to engage in the grain business.

The elevator belonging to Kirkpatrick Bros. at Freeland Park, Ind., is receiving a new coat of paint.

W. W. Dewey & Co. have purchased the elevator and grain business of Truitt & Carter at Chillicothe, Ill.

C. W. McConaughy, manager for Milmine, Bodman & Co., recently purchased machinery including a gasoline engine for the elevator at Harvard, Neb.

The elevator of the Central Granaries Co. at Beaver City, Neb., was opened for business July 2, with James Cameron as manager. Some repairs are being made.

J. H. Chapman has recently accepted the position as auditor for the Westbrook Grain Co. of Omaha. His duties keep him on the road most of the time and he will reside at Kearney.

The annual meeting of the South Minnesota and South Dakota Grain Dealers Association at Minneapolis will be held at Morgan Post Hall, corner of Nicollet avenue and Third street, at 2:30 p. m., July 15.

J. R. Ellis, manager Farmers Elevator Co., Davis, S. D., July 9: The crops look fair here just now; corn about two weeks behind, but growing fine now; wheat a little rusted. Barley and oats promise to be a large crop. Some farmers now cutting rye.

W. D. Jones, Mattoon, Ill., July 8: All growing crops doing all that could be expected; oat cutting just beginning; turnout will be good; wheat fair; corn will depend much on the future for an enormous yield and is almost sure to be good under ordinary circumstances; hay fine.

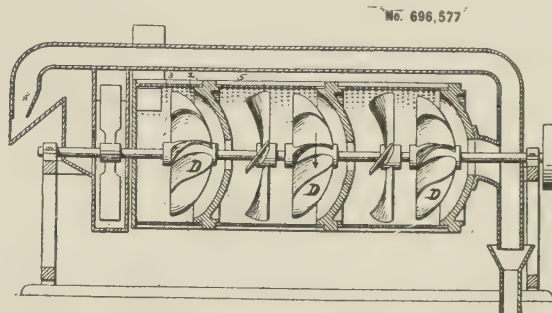
R. T. Robinson has bought the site of the mill and elevator which some time ago were burned at Urbana, Ill., and will erect an elevator of about 40,000 bushels capacity, together with a feed and corn-meal mill. Mr. Robinson wants plans and specifications.

The crop report issued July 7 by Secretary E. A. Burrage, covering all counties in the territory of the South Minnesota and South Dakota Grain Dealers Association, shows the present condition of all crops except corn to be good. Corn was hurt by frost in a few counties. Rain is needed in Nobles County; and dry weather is wanted in Faribault County.

The weighing committee of the St. Louis Merchants Exchange has reduced the fee first established from 60 cents per car to 35 cents per car for the supervision of weighing into elevators. The fee is the same into mills and into elevators both public and private. The fee for weighing out is 15 cents per car.

Michigan Crop Report.

Fred W. Warner, Michigan secretary of state, in his crop report issued July 10, states that the cool, damp weather during June was in most cases favorable for wheat. It tended to produce a good growth of straw and enabled the berry to develop slowly so as to be plump. Some damage was done by heavy rains, but nothing of any consequence. In some



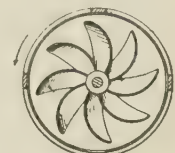
Grain Scouring Machine.

parts of the state the crop is covered with rust, but it is not thought that it will affect the quality of the grain. There are a few reports of damage by the Hessian fly, but it is so slight as compared with what has been done in the past few years that it is scarcely worth being mentioned. The prospect at the present time is for a fairly good crop of wheat. The average, estimated yield is, in the southern counties 16 bushels, in the central counties 17 bushels, in the northern counties 17 bushels, and in the state 16 bushels, while one year ago the state average was 10 bushels per acre. The total number of bushels of wheat reported marketed in the eleven months, August-June, is 3,208,996, which is 616,121 bushels less than reported in the same months last year. Conditions were very unfavorable for corn during June. Some of it was drowned out by high water, while much more was damaged so that it is yellow and small. This will not apply to corn on high, sandy soil, where it has made good growth and promises well. Heavy rain-fall did considerable damage and prevented farmers from cultivating their corn properly. The wet weather has also materially interfered with the planting of beans and late potatoes. On the other hand, wheat, oats, meadows and pastures made good growth. Frosts prevailed in some parts of the state, but no great amount of damage was done. The condition is 63 per cent. The condition of oats in the state is 95. The crop did well during the month except in low places where it was damaged by high water. With fair weather for harvest a good yield of oats ought to be secured. The acreage of beans, compared with 1901, is 90 per cent. The condition of beans in the southern counties is, compared with an average 74, in the central counties 73, in the northern counties 83, and in the state 75. On account of continued wet weather many fields intended for beans are being summer fallowed; in other cases the crop planted has been abandoned so that both the area and yield is likely to be light this year. The condition of potatoes in the state is 84.

The best kind of engine to start and run a farmers elevator is a windmill.

Grain Scouring Machines.

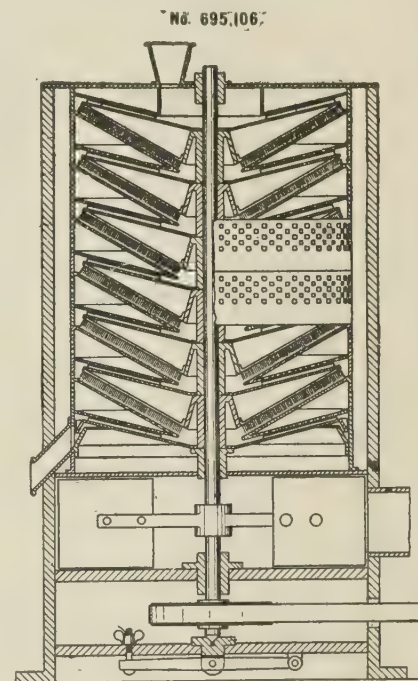
A wheat scouring machine has been invented by George Lutzenburger of Schlauersbach, Germany, and protected in the United States by letters patent No. 695,106. As shown in the engraving, this machine is very compact, containing within a small space a large area of scouring surface. The moving parts are mounted on a vertical shaft, in running



CROSS SECTION OF PROPELLER D

balance, with the weight resting on the step bearing, thereby reducing the power wasted in friction.

The six discs mounted on the shaft are dished at an angle, while the six corre-



Grain Scouring Machine.

sponding trays fixed to the wall of the case are dished at a steeper angle. The grains move to the periphery under centrifugal force, and flow back to the center of the tray beneath, by gravity. The rotary discs have rubbing bars on their upper surfaces and brushes on the lower surfaces. The grain on the upper surface is caught between the rubbing bars, and the scrapers on the lower surfaces of the fixed trays. In returning to the center the grains are caught between the emery cloth-covered upper surfaces of the fixed trays and the moving brushes.

In passing thru the machine the grain is subjected to six distinct scrapings and

six successive brushings, which gently and effectively remove the skins and impart a handsome polish.

The machine shown in the engraving and on which Worthy Lee, of Tobias, Neb. has been granted letters patent No. 696,577, belongs to the type of horizontal scourers, and is designed to act on the grain more violently. The perforated cylinder is kept filled with grain, which is churned thru the apparatus by revolving blades acting after the manner of the propeller wheel of a steamboat. Fig. D is a cross section of the revolving blades.

The grain is swept round and round by the rotary wings and at the same time is forced by the powerful pressure thru the central openings in the fixed partitions. Besides the rolling of the grains against the perforated case the scouring is aided by attrition of grain against grain.

Rope Guide for Car Pullers.

Grain handling machinery has reached such perfection that little danger of personal injury attaches to employment about grain elevators. Injuries commonly are sustained by the operator in

of the drum. The sheave turns on a shaft, and is moved from right to left by an inclosing yoke which is kept from turning by the lower shaft. At the lower end of the yoke a cord is attached and led over a pulley at the lower end of the upright, thence to a pulley overhead, from which hangs a 20-pound weight. When the rope is pulled in without cars attached the weight should be hung on a small hook. The rope may be guided either way by attaching the cord to opposite sides of the yoke.

THE SUPPLY TRADE

Fred Grotenrath, of Milwaukee, Wis., is preparing plans for a line of elevators, each of which has a capacity of 15,000 bushels.

The Hall Distributor Co., of Omaha, Neb., has recently placed upon the market a 7-inch spout, and now is prepared to handle orders for distributors of that size.

The Minneapolis Steel & Machinery Co., successor of the Twin City Iron Works, has filed plans for its new build-

ing in their line inside of four months and that would be out of the question for this season.—J. C.

The S. Howes Co., of Silver Creek, N. Y., thru H. E. Furnas, has received the contract for a large drier from the Isaac Harter Co., of Fostoria, O.

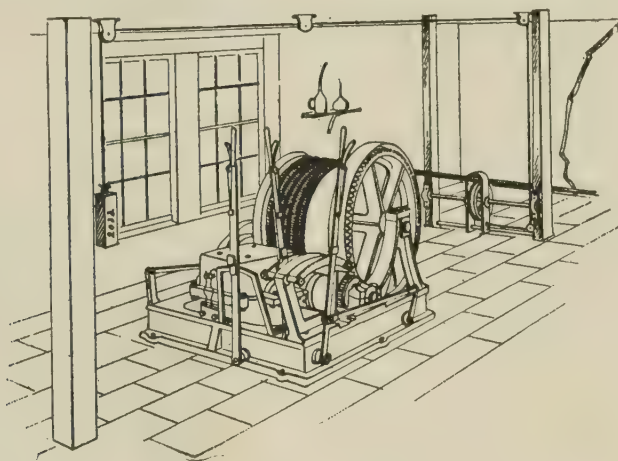
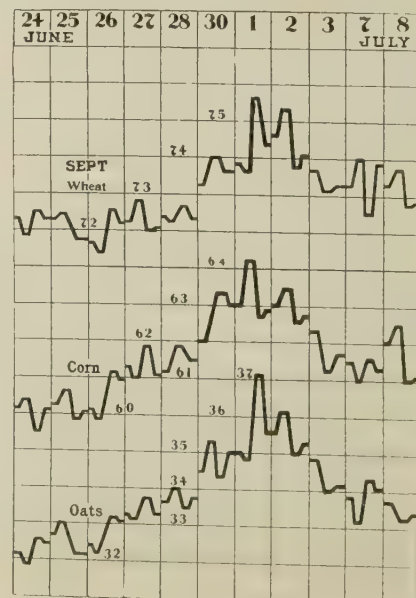
H. E. Furnas, representative of the S. Howes Co., Silver Creek, N. Y., reports that business is excellent. Mr. Furnas will remove his headquarters from Indianapolis to a cooler clime, Battle Creek, Mich., where he will be found, when in town, at the Halladay Inn.

Advertising is using your brains, and using the means that can be put in your hands to produce impressions, and to make people think. It is effort that involves the influencing of other people's minds. A salesman has exactly the same thing to do—he has got to produce an impression on the mind of the buyer. He doesn't go into a store and talk politics; he goes in and gets his man, and tells him those things that produce a desire on his part to purchase what he has to sell.—John Lee Mahin.

The Hess Warming & Ventilating Co., of Chicago, finds that the Hess Pneumatic Drying and Toasting Oven is growing in favor daily. Many of these machines are being placed. Among recent orders is one from the Malta Vita Pure Food Co., of Battle Creek, Mich., for an equipment to handle 96,000 pounds of flakes daily. By drying at a low temperature this device permits the full conversion of the starch, as in the process of malting; and when dry, the flakes progress into a higher temperature, gradually reaching a maximum of 300 degrees, and toasting to any desired color. A feature of the machine is the perfect control of temperature exercised by the operator, an indication of such temperature being constantly before him, and subject to instant change by the mere adjustment of a slide.

Prices at Chicago.

The opening, high, low and closing quotations on wheat, corn and oats for the September delivery at Chicago for two weeks prior to July 9 are given on the chart herewith.



Rope Guide for Car Pullers.

trying to adjust a machine that has gotten out of order, by placing his hand or arm in the machine or in the elevator boot, or in the doing of some other act entirely out of his daily routine.

The larger elevators, however, are equipped with a device that excels all others in the power to maim. This is the car puller. When the pulley over which the rope runs before winding on the drum is very close to the drum, the rope comes on at an angle, making it pile up. To avoid this the operator frequently finds it necessary, and in some elevators always necessary, to guide the rope upon the drum, by pressure on the moving rope with hand or foot. The danger to the operator is self-evident. He slips, or in some manner is caught by the rope, and all the power of the drum which is great enough to move a train of cars, is exerted to rend him limb from limb. Before those hearing his cries can stop the juggernaut he has been maimed for life.

A device for properly winding rope on drums is shown in the engraving reproduced herewith from Popular Mechanics. It has been used with success on a hoisting engine. The rope is guided by passing over an ordinary sheave 12 inches in diameter, directly in front

ings, which are to cost \$94,000 and be completed by Oct. 1.

The steamship Anatolia has carried to Montreal 1,200 tons of steel plates of European manufacture for the new elevator being erected by the Steel Storage & Elevator Construction Co.

Geo. H. Phillips, commission merchant in grain and provisions, Chicago, is circulating a neatly bound and well printed pamphlet, on "Corn, Its Meaning to America," and "A Feasible Farmers' Trust."

How to tell a bad egg, is the text of a tale by H. L. Day, Minneapolis, Minn., in which it is shown that dust collectors that were good enough in times past, are now bad, in comparison with modern dust systems.

The Weller Mfg. Co., of Chicago, has established a branch office for the sale of elevating, conveying and power transmitting machinery, and complete equipments for grain elevators, at 323 Powers building, Decatur, Ill.

The Steel Storage & Elevator Construction Company of Buffalo has been obliged to turn down a lot of rush orders for elevators, mainly from the big grain districts. It is found impossible to get the steel companies to promise anything

Chicago Board Defeats Bucket-Shop at Kansas City.

In the suit of the Chicago Board of Trade against the Christie Grain & Stock Co., of Kansas City, Mo., for an injunction to prevent the bucket-shop from stealing the market quotations, the federal court, on July 7, ruled against the defendant on every point.

Judge Hook said: The quotations are the result of transactions between the members of the Board of Trade upon the floor of an exchange hall owned by it and maintained at its own expense. They are gathered by its own employees. They possess a positive commercial value when instantaneously and continuously transmitted and distributed in the city of Chicago and throughout the country, and are a source of substantial revenue to the complainant. It is conceded that no legal obligation rests upon the Board of Trade to gather and distribute the quotations. It may abandon the gathering and distribution of them, while continuing the transaction of its usual business.

The court contends that it is unnecessary in this case to define the exact limitations of the property right or to ascertain the full extent of the control which the Board of Trade has over its quotations. It is held to be sufficient if the board possesses a measure of ownership and control.

Regarding the contention that the Board of Trade does not come into court with clean hands, in that it is itself engaged in the constant violation of the Illinois law against bucket-shops and that the quotations are the result of gaming ventures, the court in its memorandum says:

While the evidence which has been presented gives rise to a suspicion that in

very many of such transactions a delivery of property bought or sold was not contemplated by any of the parties thereto, it is not sufficient to justify a general decree of outlawry against the Board of Trade and the business conducted by its members.

The bucket-shops were favored by Judge Baker in the federal court at Indianapolis, Ind., July 2, by his refusing to grant the temporary injunction asked by the Chicago Board of Trade. The judge also showed himself unfriendly by remarking: Yes, I have heard that the board prays to the Lord on Sundays and then preys on the public the other six days of the week.

On the petition for a permanent in-

junction, however, it is confidently anticipated that the judge will grant the request of the Board of Trade, to stop the stealing of quotations.

It is a mistake for the wheat buyer to pull himself together with a corkscrew.

The hope of the bears centers on a free movement of new wheat in the southwest. They "pity" the growers, and picture them as eager "to work nights and Sundays" to get their new wheat marketed around 50 to 60 cents per bushel. It is the same song that is lustily sung every June.—Pope & Eckhardt Co.

Do You Have Orders For The Even Weight Bag?

If so, we beg to call your attention to our Automatic Grain Scale; the most perfect, simple and reliable automatic weighing machine on the market, free from complications and absolutely accurate, installed under a strong guarantee, in use in many of the large elevators. Can we not interest you?

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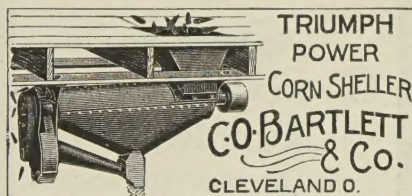
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when crushed and sold for feed. Our combined machine can be used as a corn sheller or corn and cob crusher. It is a money maker.

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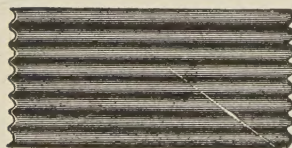
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Rubber Protectors, - - \$2.00
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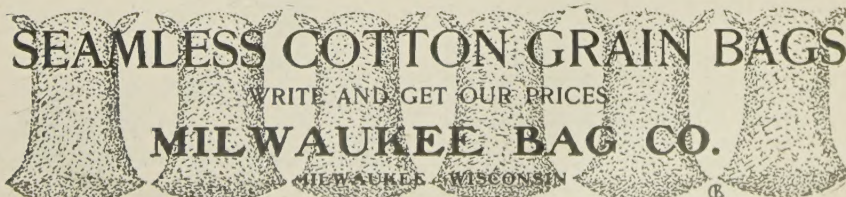
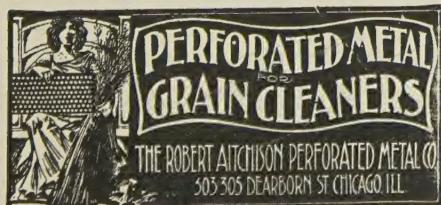
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The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

The Chicago, Milwaukee & St. Paul Railway Company's 6,300 miles of railway, exclusive of second track, connecting track or sidings, tra-

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verses eight states, which comprise a great agricultural manufacturing and mining territory.

The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory districted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address

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Industrial Commissioner C., M. & St. P. Railway,
660 Old Colony Bldg., Chicago, Ill.

Alcohol is used everywhere in Germany to run engines which in America are fed gasoline. Official statistics show that in 1901 there was used in Germany 30,624,000 gallons of alcohol in engines and the arts. Alcohol so used pays no tax. The price is about 13½ cents per gallon. Abolition of the internal revenue excise on alcohol in the United States would enlarge the market for the farmers' corn, from which the spirit is distilled, and at the same time deliver the gasoline engine users from the Standard Oil Trust.

How Temperature Affects Wheat.

The change of temperature is seldom credited with effecting a change in the specific gravity of wheat, yet we append hereto a signed statement from three responsible Chicago grain handlers which would seem to indicate that it does cause a great change.

This is to certify that we, the undersigned, weighed carefully on three separate scales, this sample of northern spring wheat, as it run from bin No. 1 Union elevator annex, May 6th, 1902, and found it to test exactly 56½ pounds. The condition of wheat was cold temperature; the condition of atmosphere was warm and damp. And we carefully reweighed this same wheat May 7th, 1902; atmosphere clear, cool and dry; condition of wheat was normal temperature and dry. We found it to test 58½ pounds strong.

J. A. LENOX, Foreman.

M. M'CAN, Board Trade Sampler.

G. H. KNAUB, State Inspector.

We shall be pleased to have the opinions and experiences of others on this point.

Farm animals are not starving because a rare quality of corn is priced at 90 cents.

For the 10 years ending Jan. 1, 1900, the average low price of wheat at Chicago was 76.3 in May, 70.1 in June and 66.9 in July. The average high price was 94 in May, 85 in June and 77.8 in July. The records show that wheat can be bot in July, August and September, and sold to advantage in March, April and May.



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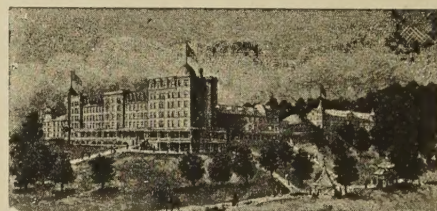
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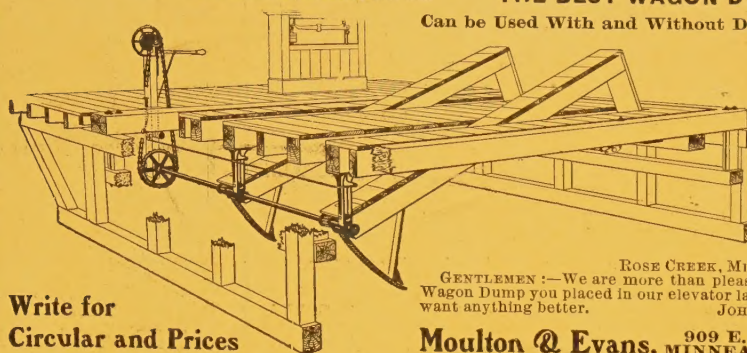
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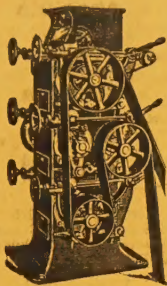
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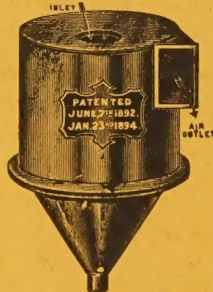
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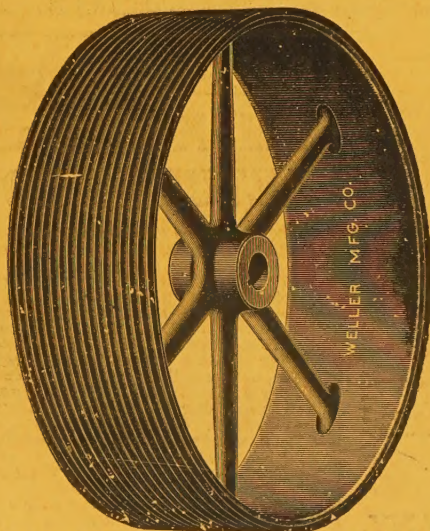
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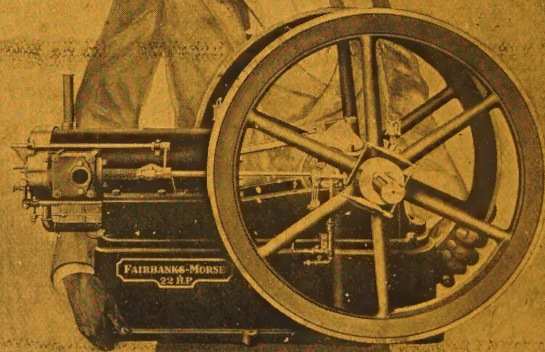
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